TRADE AND INDUSTRY

19 August 1971 Volume 4 No 7 10p

Exporting to Canada—5: Ontario the richest market

Common Market transport policy

Time limits for applications for investment grants

United Kingdom trade in July

New system for recording exports

A massive case for ACL.

Shippers get the best of both worlds with Atlantic Container Line. A container service that no other line can match for speed and efficiency. Plus up-to-the-minute Roll-On, Roll-Off capacity, for loads that are either too big or too expensive for containerization – heavy static machinery, yachts, giant crates, for example. With ACL RO-RO, all these become as easy to handle as cars, through special wheel arrangements that move loads over the stern ramp onto more than a mile of internal roadway.

And all this is backed up by efficient ACL service. Take the unique ACL Datafreight system, for example. This does away with old fashioned bills of lading. The new Datafreight system cuts down on paper work – and reduces to a fraction time spent waiting for goods to be released and clear customs at port of entry. Next time you want to ship something to the US or Canada, contact ACL. There are services twice a week, every week, from Liverpool and Southampton. The address of your nearest agent is listed below.

ACL

Cuts the Atlantic down to size.

CUNARD BROCKLEBANK

General Agents CUNARD-BROCKLEBANK LIMITED
Liverpool L3 1DY Tel. 051–227–3000 Telex 62343/4
London 01–480 7637 Telex 887884 & 887885 Bradford 0274–27134
Birmingham 021–236 6745 Bristol 0272–293341
Southampton 0703–29933 Telex 47638
Agents Bigland Hogg & Co. Ltd., Middlesbrough 0642–43637 Telex 58488
Anchor Line Ltd., Glasgow 041–221 9809 Telex 77594
Little Whiting & Tedford Ltd., Belfast 0232–24455/6
Irish Shipping Ltd., Agency Division, Curran House, 11 Fleet Street, Dublin 2. 782277 Telex 5279

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 4. No. 7. Pages 313 to 372. 19 August, 1971. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London, EC1P 1BN. 01-248 9876 ext. 6147

HOME NEWS AND FEATURES

315 Exporting to Canada—5: Ontario—the richest market in Canada
317 Report on safety appliances for pleasure yachts
317 National Electronics Council
317 Civil disturbances in Ulster—official aid for businessmen
317 Official appointments
317 New address for Export Services Division, Field Force Branch
317 Fourth round tender blocks to be opened
318 Britain and the EEC—7: Common Market transport policy
323 Social survey on aircraft noise annoyance around Heathrow Airport
323 Application for anti-dumping duties on imports of ballotini glass grains from Austria
323 Applications for temporary exemption from import duty
325 EIS—an aid to book exporting
326 Time limits for applications for investment grant—Investment Grant Termination (No 1) Order 1971
327 Government factory for Hemsworth
327 Investment grants: self-built assets
328 Patents endorsed 'Licences of Right'
331 New books
333 Government surplus sales

STATISTICS

334 Index to statistics
335 The economy: selected indicators
336 United Kingdom trade in July
341 Monthly report of the economic situation
342 Cinemas in 1970
343 Business Monitor
344 New system for recording exports
346 Wholesale price index numbers—Materials index higher in July
349 New companies registered
350 Turnover of the motor trades in June
351 Index of industrial production for June
352 UK computer output in the first quarter of 1971
354 Retail sales in Northern Ireland
354 Retailers' stocks in June
354 Registrations of British and foreign films.
355 Sales by wholesale textile houses
355 Hosiery and other knitted goods—index of production
356 Turnover of the catering trades, laundries and dry cleaners, and hairdressers in June 1971
357 Steel consumption during second quarter of 1971 and stocks at end

TRADE PROMOTION

358 MISSIONS AND TOURS
359 EXPORT ORDERS

TRADE INFORMATION

360 ECGD back £3 million credit for Israel. ECGD £5.1 million contract for reclamation of land at Dubai. Kuwait and Syrian Arab Republic. Cyprus and Hungary. Poland—Development plan for 1971

TARIFF AND TRADE NOTICES

366 **Abu Dhabi:** Certification of certificates of origin
367 **Andean Pact:** Treatment of foreign capital
366 **Angola:** Amendments to rates of consumption tax. Tariff amendment
367 **Australia:** Special Advisory Authority inquiry—woven man-made fibre fabrics. Dumping Tariff Board inquiry result—acetylsalicylic acid
362 **Belgium:** Modification of maximum selling price of pharmaceuticals
371 **Canada:** Labelling of foods, drugs and cosmetics in pressurised containers
367 **Chile:** Foreign exchange—exports
363 **Denmark:** Tariff changes
361 **European Communities:** Common Agricultural policy. Imports from non-member countries. Common customs tariff. EEC/Swiss Trade Agreement quotas. Temporary suspension of import duties
362 **France:** Exchange control regulations. Import regulations for certain foodstuffs. Customs tariff modifications
363 **Greece:** Price control
366 **India:** Budget 1971–2
364 **Israel:** Semi-liberalised list of imports. Liberalised import list. Purchase tax. Excise duty
363 **Italy:** Frozen foodstuff regulations
370 **Jamaica:** Industrial Incentives Law, 1956. Export Industry Encouragement Law, 1956
368 **Mexico:** Import duty and tariff amendments
366 **Mozambique:** Tariff amendment
367 **New Zealand:** Emergency Protection Authority—adhesive paper
367 **Philippines:** Imports to be covered by letters of credit
366 **Sierra Leone:** Application for import licences, 1971
362 **Spain:** Duty-free import quotas—newsprint and chemical pulp. Customs tariff revision—iron and steel manufactures. Anti-dumping duties—polyethylene. Import duty suspension
366 **Tunisia:** Certificates of origin
366 **UAR (Egypt):** Imports of films
371 **United States:** Flammability standard—children's sleepware

© Crown Copyright 1971
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The view expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Our 747 stewardesses make their mistakes in here, not down the front of your jacket.

Some airlines tend to put their new girls on their 747s.

Maybe you've noticed.

But at BOAC, only our most experienced stewardesses get the job.

Even then they have to spend 9 days at our training centre, learning the difference between being a good stewardess and being a good 747 stewardess.

And as a 747 wouldn't quite go through the classroom door, we built this full-scale mock-up.

The inside is an exact replica of an actual cabin, where the girls can get to know the sophisticated equipment we've designed to make life easier for them and for you.

They learn an entirely new system of working-a system no other airline uses.

It means each stewardess actually serves fewer passengers (and has more time to look after them) than on a conventional aircraft.

The fact is, we believe you're more interested in how much service there is in a plane than how many seats there are in it.

All the 747 needed was BOAC service.

BOAC
takes good care of you.

EXPORTING TO CANADA—5

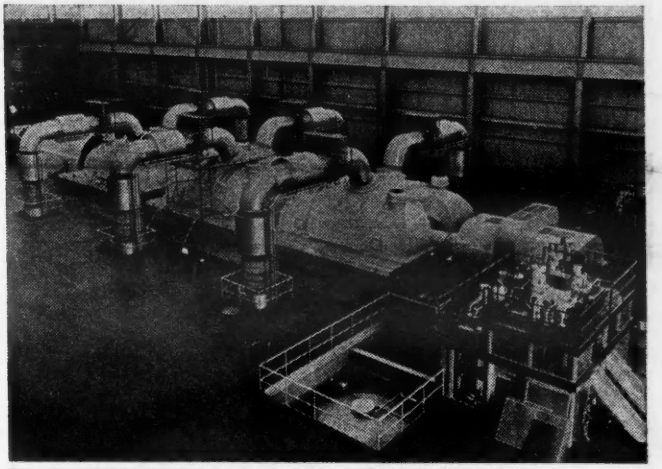
Ontario—the richest market in Canada

by B. L. Strachan, Deputy Senior Trade Commissioner, British Government Office, Toronto

ONTARIO is the economic heartland of Canada. It accounts for 40 per cent of Canada's disposable income and a third of her population. More than half the total manufacturing production of Canada is located there. Annual retail sales in Ontario exceed £4,000 million and its industry consumes more than £5,000 million of materials. The provincial capital, Toronto, with 2,300,000 inhabitants, is already more than twice the size of Birmingham or Glasgow and is one of the fastest growing cities in North America.

This clearly adds up to a most important potential export market for British goods. Perhaps more important, with its vast natural resources and unique geographical position, bordering on the Great Lakes and in close proximity to the giant north-eastern industrial region of the United States, the prospects for growth are most impressive.

Although the Ontario market has been suffering from something in the nature of a recession this past year and some sectors have undoubtedly been hard hit, all the indications now are that things are starting to move again. In any case, the 'recession' should be put into perspective: in 1970 the gross product of Ontario rose by 7.7 per cent and gross personal income by 8 per cent.



The largest turbine-generator yet installed in Canada, this machine is the first of four similar units ordered by Ontario Hydro from Parsons associated company in Canada, James Howden & Parsons of Canada Ltd., and is now in full power operation at Pickering nuclear generating station. The generator, turbine shafts and blading were manufactured in the UK at Parsons Newcastle upon Tyne works, the turbine cylinders and auxiliary equipment at Howden & Parsons Scarborough factory, Ontario.

A market with tremendous potential

That the tremendous potential of this market is clearly recognised by many British companies is demonstrated by the increasing number which have established trading subsidiaries here; there are now nearly 300 of them. In addition, several thousand other British companies are represented by some 2,200 Canadian agents in Ontario.

Yet, despite all this, despite the fact that more than half Ontarians are of British origin, despite the fund of genuine goodwill there is towards us here, despite the fact that Canadian industry generally serves a market whose size is much closer to the UK than to the US, despite the fact that of the 2,500 classes of commodities imported, a proportion of no less than 2,000 come from Britain, the fact remains that our total share of Canadian imports has declined to a paltry 5½ per cent. Why? The fundamental reason, I believe, is not to be found in our prices, which are generally competitive, nor in our quality, where, with some regrettable exceptions, our reputation is second to none. It lies rather in the psychology of the Canadian buyer.

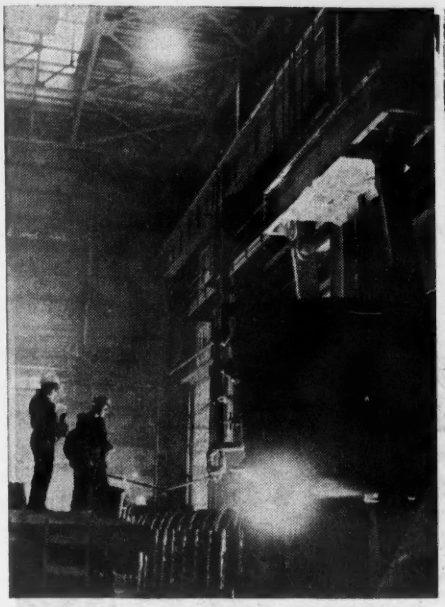
By British standards, the Canadian buyer is spoiled. This is not simply because he is rich and sellers the world over want his custom; it is because this is the way things work in North America. The buyer expects to be visited, cajoled and even bullied. Without this continuous and aggressive selling, he is unlikely to take you seriously as a supplier; nor, if you offer goods on a take it or leave it basis, will he have confidence in your willingness or ability to back up your products with good deliveries and service. In short, in North American jargon, the buyer wants his supplier to 'communicate'.

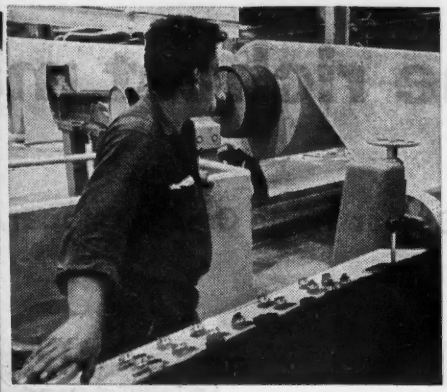
Our American competitors (who, incidentally, have 75 per cent of the market) understand this very well. Many British companies apparently do not. Furthermore, the Americans are, after all, close neighbours, particularly of Ontario. Detroit is a few hundred yards from Windsor, Buffalo a few miles from Niagara. Toronto is no more than an hour's flight from New York or Chicago. Ontarians listen to American radio and television—and their commercials. Accents and habits are similar. Britain seems far away.

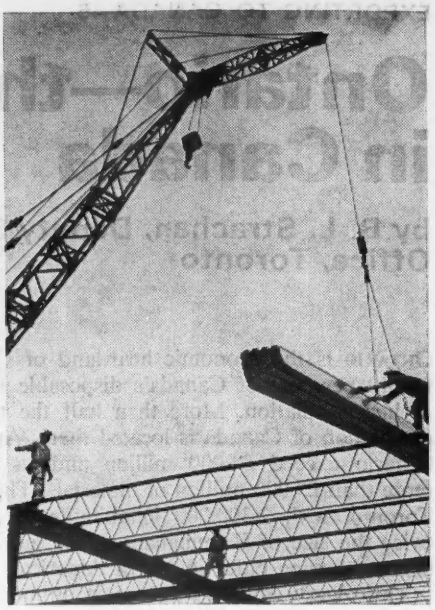
All too often, the Canadian buyer wants to pick up the phone, place his order, and get it, if not yesterday, at least within a few days. In contrast, to judge from cases which come to our attention, British exporters sometimes take weeks to answer letters, and the reply, when it comes, is traditionally curt and impersonal in style. To phone an agent or important customer in Ontario only costs a little over a pound a minute, but I wonder how many British exporters do it?

I sometimes suspect that the very 'Britishness' of Ontario is a danger. The British business visitor can so easily be beguiled by it, and by the easy courtesy he meets here, into feeling so much at home (after all, he probably has a relative living here) that he thinks the market and the way of doing business differ little from at home. He is confident that he knows it all. British businessmen out here with long experience of this market assure me that his confidence is often misplaced.

An article of this type usually touches on the various sectors of the market and indicate where prospects seem brightest. For Ontario there seems little point in doing this, for the fact is that there is the money here, and the industry here, to provide a market for almost every class of commodity. You can sell virtually anything here provided







Ontario accounts for over one-third of Canada's gross national product. She produces (left) 80 per cent of the steel, (centre) 28 per cent of the newsprint, and (right) claims per capita value of construction in Toronto, the provincial capital, is greater than in any major city in the world.

that your marketing arrangements are good, your particular product suited to local tastes and your price and quality competitive.

What this boils down to is that the only sure way to determine whether your product will sell here is to try it out on the market. This can really be quite painless: All you have to do is get in touch with us through your Regional Office of the Department of Trade and Industry, let us have full details of the product, including descriptive literature, samples if possible and prices (c.i.f Toronto in Canadian dollars, please). We will then explore the possibilities with our many contacts in Ontario and if the potential seems good, put you in touch with local firms who we believe are well geared to market the product effectively. Better still, if a senior executive can set aside a week or two to explore the market, we can put him in touch with a host of knowledgeable contacts.

Appointing an agent

In the past, of course, many British businessmen have joined various trade missions to Canada as a first step to entering the market. One of the dangers of such missions, and indeed of all overseas selling trips, is the temptation to try to call on too many places in a single trip. This whistle-stop method of doing business is highly speculative. No one can orientate himself and do a professional marketing job in 24 to 48 hours, yet it is quite astonishing how many business visitors attempt to do just this. The best methods of doing business and the most appropriate channels of trade vary from product to product. The use of commission agents, importers, distributors buying on their own account, or the establishment of a local subsidiary or branch sales organisation will all need to be considered. The appointment of an agent calls for detailed and thorough investigation. Direct selling too, is also possible for some products and in this connection it should be noted that a large proportion of retail trade is handled through department and chain stores, some of which maintain buying agents in Britain.

Exhibitions, conventions and symposia play a most important part in business life here. Most of your important potential customers will attend and it is well worth while to time your visits to this market to coincide with such events, which provide a unique opportunity for doing maximum business in minimum time. Toronto is the centre of trade show activity in Canada—most of the major national shows are held in this city. The number of trade shows in which British firms have participated with British government support (i.e. under the Department of Trade and Industry joint venture scheme) is about seven each year. Successful joint ventures have been held in such promotions as the annual Canada Farm and Industrial Equipment Show, Canadian Floor Coverings Market, Canadian Hardware Show, Canadian Education Showplace, National Interior Design Show and others.

Inward missions of Canadian buyers to Britain are another useful selling technique. Here one can cash in on the fact that many Canadians greatly enjoy visiting Britain. The current estimate is that no less than 500,000 will visit this year. Some of our liveliest British exporters have had great success with organised group visits of potential buyers.

An indispensable aid to exports

Above all, advertising is the almost indispensable weapon of the exporter who seeks any volume of sales. The local businessman who remarked to me 'if you don't advertise, you don't sell' knew what he was talking about.

Inevitably, a commercial officer tends to see the worst side of British export performance: satisfied customers rarely come bounding into this office to shake him by the hand. Nevertheless, there is widespread and continuing criticism of alleged failures to adhere to agreed delivery schedules. I am convinced that the great majority of Canadian importers are entirely satisfied with their British suppliers, but unfortunately only bad news is news. One bad example can do untold damage to the business of other British companies. After all, in so delicate and subjective a matter as business confidence, it is not so much the facts that matter as what people believe to be the facts. Lack of confidence in ability to supply on time has long term damaging effects, such as the belief by importers that they will have to hold larger stocks of British goods, with consequent added inventory costs, as a hedge against interruption of supplies. One facet of this is the belief widely held even by British businessmen resident here that British companies have their eyes so firmly fixed on the UK home market that increases in demand there receive absolute priority. It cannot be emphasised too strongly that Ontario is a rich and expanding market deserving in its own right a long term planned marketing strategy. It is most damaging to British trade to regard it as a market on which surplus factory production can be offloaded from time to time.

To sum up. If you do appoint agents, do make sure they are the very best available; that they can carry adequate stocks, have a proper sales force with an aggressive and enthusiastic approach and have the necessary expertise and facilities for after sales service. Do take time to visit the market, call on major customers and evaluate your agent's performance. Do advertise. Do remember that our commercial staff here, who muster more than 100 man-years between them of experience in this market, stand ready to offer unlimited help both to the new and to the seasoned business visitor. Above all, do 'communicate'!

EXPORTING TO CANADA

Previous articles in this series have appeared in the following issues of *Trade and Industry:*

Exporting to Canada—a new period of growth: July 22.
British Columbia—a market on the ground scale: July 29.
Alberta—a booming economy: August 5.
Manitoba and Saskatchewan—a regional market that deserves closer attention: August 12.

Report on safety appliances for pleasure yachts

RECOMMENDATIONS on essential safety equipment which should be carried in small pleasure yachts are contained in a report drawn up by a working group set up by the Department of Trade and Industry. The working group studied the scale and type of safety appliances to be carried by boats up to 18 ft. in length and by boats of 18 ft. to 45 ft. The main recommendations in the report were concerned with the life saving equipment to be carried, the use of safety harnesses, fire fighting appliances, anchors, radio receivers and flares, etc.

Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade who is responsible for marine matters, said: 'I welcome these recommendations and strongly commend them to all users of small pleasure yachts. I believe their adoption will make a most valuable contribution to safety in what is one of the fastest growing forms of recreation in this country.'

Representatives of a large number of organisations concerned with recreational boats served on the group. Owing to the variety of type and construction and the widely differing usages to which these small craft are put, the working group considered it would be unsuitable to make detailed regulations, but instead the recommendations should be applied flexibly by boat owners according to conditions at the time.

Copies of the report are available, free of charge, from Room 328, Department of Trade and Industry, Sunley House, 90/93 High Holborn, London, WC1V 6LP.

New address for Export Services Division, Field Force Branch

THE staff of the Field Force Branch of Export Services Division responsible for export promotion work in the South Eastern and London and Eastern and London regions outside the London postal area has moved from Cromwell House to Export House, 50 Ludgate Hill, London EC4M 7HU.

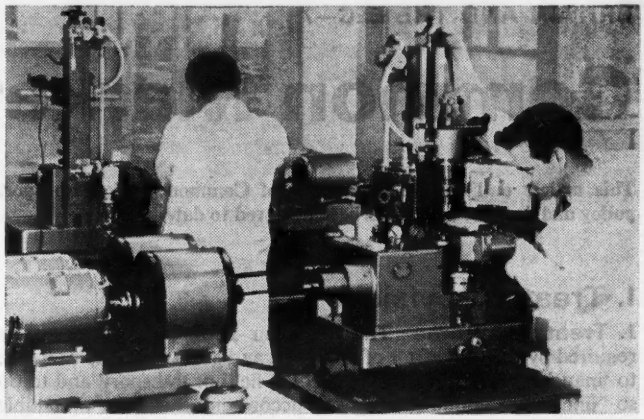
Fourth round tender blocks to be opened

AS announced in *Trade and Industry*, June 30 (page 672), applications for the 15 blocks or groups of blocks allocated for competitive tender in the fourth round of Continental Shelf petroleum production licences will be opened at 2 p.m. on Friday, August 20, in the cinema at Millbank Tower, London, SW1.

United States imports surcharges

ON August 15, President Nixon announced that among measures required to correct the weaknesses in the United States foreign trading position would be a temporary imports surcharge of 10 per cent. Details still remained to be settled.

For further information which may become available, please contact the United States Section, Commercial Relations and Exports Division, 1 Victoria Street, London SW1. Tel: 01-222 7877, ext. 2646 or 2401.



Sangamo Controls Ltd., of Bognor Regis have won a £16,000 order from Russia for two of the most comprehensively equipped Weissenberg Rheogoniometer models available, complete with twin drives and high and low temperature devices. With further Russian orders still being negotiated, six Rheos, worth about £40,000, have this year been delivered to Japan, four more to Germany, and others to the United States, Australia, Holland, Czechoslovakia, and Italy. Picture shows two Weissenberg Rheogoniometers at the final assembly stage in the Sangamo factory at Bognor Regis. The unit in the foreground is a twin-drive model, similar to those supplied to Russia.

Civil disturbances in Ulster—official aid for businessmen

SPECIAL measures to aid manufacturers and traders whose premises have been seriously affected by the civil disturbances have been announced by the Northern Ireland Government. Under these, applications for financial assistance pending the outcome of claims for damage, which the Government realises may take some considerable time to be processed by the courts, can be considered.

The arrangements are in two distinct sections:

First, an emergency finance service has been set up by the Ministry of Finance and is operating at 21 Linenhall Street, Belfast (Tel: Belfast 28081). This is for the benefit of traders, shopkeepers and businessmen whose premises have been badly damaged or destroyed and who require financial help to enable them to recommence trade. Payments made under this service will be recovered from any compensation which may subsequently be awarded by the courts under the Criminal Injuries Acts.

Secondly the Ministry of Commerce has re-activated the special arrangements which had been introduced in August 1969. These are for the purpose of enabling manufacturing industry and ancillary activities whose premises have been destroyed or badly damaged to re-establish employment as quickly as possible.

Inquiries should be made to the Ministry of Commerce, Chichester House, 64 Chichester Street, Belfast (Tel: Belfast 34488, ext 462).

Under the Ministry of Commerce scheme finance can be made available towards the cost of re-housing, re-equipment and the purchase of materials. The Ministry of Commerce is also operating an advisory service for firms with accommodation or other problems arising from the disturbances.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mrs. G. I. Dimmick of Hammersmith to be a member of the North Thames Gas Consultative Council.

Lord Wright of Ashton-under-Lyne, to be re-appointed as a part-time member of the Central Electricity Generating Board.

Mr. F. Richardson to be re-appointed as a member of the Eastern Electricity Board.

National Electronics Council

IN the issue of July 15, a picture caption referred to Lord Mountbatten as 'Chairman of the Navigational Electronics Council'. This should have read: 'Chairman of the National Electronics Council'.

Common Market transport policy

This article outlines the main aims of Common Market transport policy and describes what has been achieved to date.

I. Treaty provisions

1. **Treaty of Rome** The European Economic Community is required by the provisions of Articles 2 and 3 of the Treaty of Rome to 'inaugurate a common policy in the field of transport' and to do so 'under the conditions and in accordance with the time-table envisaged in the Treaty'. Articles 74–84 apply specifically to the transport sector.

2. Article 74 requires Member States to pursue the objectives of the Treaty 'within the framework of a common transport policy' and Article 75 prescribes the procedure for doing so as follows: 'For the purpose of implementing Article 74, and taking into account the distinctive features of transport, the Council shall, acting unanimously until the end of the second stage and by a qualified majority thereafter, lay down, on a proposal from the Commission and after consulting the Economic and Social Committee and the Assembly:

(*a*) common rules applicable to international transport to or from the territory of a Member State or passing across the territory of one or more Member States;
(*b*) the conditions under which non-resident carriers may operate transport services within a Member State;
(*c*) any other appropriate provisions.'

3. Although Council decisions should, according to the terms of Article 75, be taken by a qualified majority vote, the Council in practice never takes decisions in this way on questions which any Member State opposes on the grounds that such decisions would affect its vital interests.

4. The specific provisions written into the Treaty include:

Article 76	prohibits discrimination between carriers on grounds of nationality;
Article 77	provides that aids shall be compatible with the Treaty if they meet the needs of co-ordination of transport or if they represent reimbursement for the discharge of certain obligations inherent in the concept of public service;
Article 78	provides that any measure taken in respect of transport rates and conditions shall take account of the economic state of the transport industry;
Article 79	prohibits discrimination by carriers on grounds of the country of origin or destination of goods;
Article 80	prohibits rate support unless authorised by the Commission;
Article 81	requires Member States to reduce charges for frontier formalities and to relate them to cost;
Article 82	authorises the Federal Republic of Germany to adopt measures required in order to compensate for the economic disadvantages which the division of Germany causes to the economy of certain areas of the Federal Republic;
Article 83	provides for the appointment of a consultative committee of experts to advise the Commission;
Article 84	limits application of the transport provisions to transport by rail, road and inland waterway until such times as the Council, by unanimous decision, decides to what extent and how these provisions shall be applied to sea and air transport.

5. The provisions of the Treaty of Rome concerning Rules of Competition (Articles 85–90) apply to the transport sector, but are implemented in accordance with Regulations which take account of the distinctive features of transport and the more specific provisions of Article 77 (see para. 4 above).

6. The Treaty's fiscal provisions (Articles 95–99) have important implications for transport by way of the harmonisation of indirect taxes such as the value added tax, fuel tax and vehicle excise taxes

7. Finally the provisions of the Treaty concerning the approximation of legislative and administrative provisions which directly affect the establishment or operation of the Common Market (Articles 100–102) also have implications for the transport sector. It is under these provisions that the Community has adopted Directives which require Member States to admit vehicles which comply with a common system of type approval including the quality approval of vehicle parts and equipment. The object is to remove technical and administrative obstacles to trade and to the free movement of vehicles.

8. **Treaty of Paris (European Coal and Steel Community)** Article 4 of the Treaty of Paris prohibits discrimination in the matter of transport rates as part of a wider prohibition of discrimination between producers, consumers and purchasers. Article 70 contains more specific provisions on transport rates prohibiting discrimination on grounds of country of origin or destination of the goods; these impose an obligation to apply the same rates and conditions to traffic between Member countries as to internal traffic of the same goods over the same route; require Member States to publish rates and conditions of carriage and to bring them to the notice of the High Authority (now the Commission); and to make the application of special domestic tariffs in the interests of one or several coal or steel producing undertakings subject to the prior agreement of the High Authority (now the Commission).

9. A Convention containing transitional provisions for the implementation of the Treaty of Paris also included an Article on transport (Article 10). A Committee of Experts was set up to prepare measures for eliminating discriminatory practices; to negotiate through international tariffs based on total distance on a per metric ton kilometre basis which decreases with distance, and to harmonise prices and conditions of transport applied to coal and steel by different types of transport. A number of bilateral agreements on through rail rates were concluded and are still in force. There is also a Recommendation (No. 1/61) on non-discrimination and publicity issued in 1961 by the High Authority (now the Commission).

II. Development of common transport policy

10. **Prior consultation** In order to encourage Member States to think along Community lines and to prevent their policies diverging more widely from each other than they already did, the Council adopted a Decision on March 21, 1962, on prior consultation on national legislation or administrative provisions which are liable to interfere substantially with common transport policy. After considering such proposals the Commission issues recommendations to the Member States concerned. It is left to the Member State to decide which proposals are in fact likely to interfere substantially with common transport policy and the Commission's recommendations are not binding.

11. **Co-ordination of transport infrastructure** An attempt has been made to co-ordinate infrastructure investment with a view to the development of a Community-wide network of basic routes for road, rail and waterway. The first step was taken in 1960/61 in the form of a Council Recommendation that priority should be given to certain main routes. This was followed up in 1966 by a Council Decision (No. 66/161) which committeed Member States to give prior notification to the Commission of investment projects of 'Community interest' and to take part in a consultation procedure. Again the Commission's recommendations are not binding but the Commission sometimes offers inducements by

supporting applications for loans to the European Investment Bank.

12. **Basic principles** By 1965 the Six had reached agreement on the broad outlines of a common transport policy based on principles of non-discrimination, fair competition and an organised market. In May of that year Member States adopted a Decision on the harmonisation of certain provisions affecting competition in road, rail and inland waterway (No. 65/271). This committed them to working towards the following objectives—

(*a*) A common system of turnover tax (it has now been decided that this shall take the form of a value added tax), the elimination of double taxation on motor vehicles, standard rules on duty free entry for fuel in vehicle tanks, and a standard basis for calculating vehicle tax which would apply to carriage of goods both for hire and reward and for own account.
(*b*) Common rules on state aid in conformity with Articles 77 and 92 of the Treaty of Rome, compensation for public service obligations and financial autonomy for the railways.
(*c*) Standardisation of working conditions (driving hours, rest periods, journey records and overtime rules, but not wages).

13. In June 1965 Member States reached an agreement on the organisation of the transport market which provided for—

(*a*) Control over freight rates for all three modes of transport (starting with international traffic) on the basis of forked* obligatory tariffs for roads and railways (except some bulk traffic) and reference† tariffs for inland waterways and most bulk traffic.
(*b*) Access to market regulations on professional qualifications and on capacity (licensing).
(*c*) Regulation of vertical and horizontal mergers in a way which would encourage the formation of technically and economically efficient units in the transport industry.
(*d*) Allocation of infrastructure costs on a fair and equitable basis.
(*e*) Financial stability of the railways.

III. Measures to implement the common transport policy

14. **Community legislation** A convenient way of reviewing Community legislation in the transport sector is to look at what Member States have already committed themselves to do under the following headings:

(*a*) Access to market;
(*b*) Competition (rules on mergers and restrictive practices; financial aid; social conditions; taxation);
(*c*) Rates and conditions of carriage;
(*d*) Infrastructure costs and charges;
(*e*) Type approval of vehicles;
(*f*) Co-operation between railways.

15. **Access to market** One of the Community's objectives for ensuring that the market for transport services is operating on a sound long-term basis is that there should be control over access to the market ie the right to operate as a carrier both as to the quality of the services offered (professional qualifications, standards of vehicle maintenance, financial soundness, etc.) and quantity (some attempts to keep carrying capacity in terms of gross laden tonnage in step with forecasts of demand). The Commission has submitted to the Council several draft regulations to give effect to these objectives, which are regarded as a first step towards removing some of the restrictions at present placed by Member States on carriers entering their territories. While the ultimate objective is to enable carriers to ply their trade anywhere within the Community once they have obtained a licence in the country of registration, so far the only regulations in force concern very limited measures dealing with goods and passenger traffic between Member States. Council Regulation 117/66 defines various kinds of 'occasional' and 'regular' services for passengers by coach and bus, and provides for the issue of permits in the country where the vehicles are registered in accordance with common rules and in a standard form; other Member States undertake to accept these permits without further formalities. There are also two Council directives in force which require Member States to remove certain quota and licensing restrictions on goods traffic within frontier zones, and throughout their territories for certain limited and specialised traffic; and to use a standard permit.

16. In 1968 the Council adopted a regulation which provides for the issue of a *Community quota* of permits for road hauliers. The number of such permits is limited to 1,200 and these are divided among the Six Member States as follows: France 286; Germany 286; Netherlands 240; Italy 194; Belgium 161; and Luxembourg 33. This is a relatively modest scheme in relation to the Commission's original proposals which provided for the issue of Community permits on a much bigger scale with a view to them gradually taking the place of permits issued in accordance with bilateral agreements between Member States. Each permit in the Community quota is valid for one vehicle and for one year and each Member State is responsible for allocating the permits to road hauliers with vehicles registered in that State. Permits allow movement of goods vehicles between and through States but the practice of cabotage, ie carrying goods between points within another Member State, is not permitted. This regulation was adopted on an experimental basis and is due to be reviewed at the end of 1971, or 1972 (there is an optional one year's extension), when it will be necessary to consider increasing the total number of permits as well as their allocation among the 10 Member States assuming that the four candidate countries have by then decided to enter the Community. Recent agreement about consultation procedures between Member and candidate countries during the period between signature and ratification of the Community treaties should enable the candidate countries to be associated with this review (see para. 39 below).

17. **Rules of competition on mergers and restrictive practices** Council Regulation No. 1017/68 provides for the application of rules of competition on mergers and restrictive practices to transport undertakings. These rules are similar in broad outline to those applied to industry in general since 1962 under Community Regulation 17/62, but they give complete exemption for certain kinds of agreements and conditional exemption for others. For example certain kinds of agreements relating to technical co-operation are exempt, and the formation of working arrangements between small operators to promote efficiency (in the case of road transport the group must not consist of operators controlling more than 10,000 metric tons of vehicle capacity) are exempt subject to conditions. There are also provisions for emergency measures in the case of market conditions being seriously disturbed, subject to certain procedures being followed. Transport operators in the candidate countries will be required to terminate any existing agreements which fall within the general prohibition within six months of accession. They will not be obliged to notify agreements coming within the exempted categories to the Commission, but may do so if they are in any doubt whether they are entitled to benefit from such exemptions and wish to clarify the position.

18. **State aid** There is a general prohibition on state aid likely to affect trade between Member States (Article 92 of the Treaty of Rome), but Article 77 states that aid for the purpose of 'transport co-ordination' and as 'reimbursement of the cost of carrying out certain obligations inherent in the concept of public service' are compatible with the Treaty. In order to clarify the position and to define more precisely the kinds of aid which are held to be compatible with the Treaty, the Council has adopted three Regulations on state aid (Nos. 1191/69, 1192/69 and 1107/70).

19. Regulation No. 1191/69 defines certain obligations inherent in the concept of public service and the rules for calculating compensation when such obligations are imposed. The most familiar example of a public service obligation in the UK is an unremunerative passenger service which a transport operator, such as British Rail, may be required to continue or to introduce when the Minister considers an application for closure. Some adaptation of present procedures to comply with Community Regulations will be necessary.

(*continued on next page*)

* Upper and lower limits of a forked tariff are set by reference to an average rate which would give a reasonable return to a well-managed firm.
† In the case of obligatory tariffs, contracts at rates outside the fork are only permissible within certain limitations; there is no such requirement in the case of reference tariffs, but rates outside the reference fork must be published.

COMMON MARKET TRANSPORT POLICY
continued

20. Regulation No. 1192/69 is concerned with certain burdens or benefits placed upon or granted to railway undertakings which entitle the railways to compensation if they can show that, on balance, they are involved in extra cost because of these burdens, after taking account of anything gained from the privileges, as compared with other transport undertakings with whom they are in competition. For example, certain benefits given to employees, or the retention of employees in excess of requirements, are two of the fifteen different kinds of responsibility which entitle the railway undertaking to obtain compensation.

21. Regulation No. 1107/70 defines other circumstances regarded as falling under the broad heading of transport co-ordination or obligations inherent in the concept of public service. Apart from those so defined, aid is subject to a general prohibition, with the exception of aid to railways pending the adoption of a regulation governing the relationship between governments and railways undertakings. Amounts of state aid granted to transport undertakings under the provisions of all three of these Regulations have to be reported to the Commission and the railway undertakings have to show the amount of aid received in their accounts at the end of the financial year.

22. **Conditions of work** Among the objectives adopted by the Council in May 1965 was the standardisation of conditions of work in transport undertakings by rail, road and inland waterway (see para. 12). One Regulation (No. 543/69) is already in force and that applies only to carriage of goods and passengers by road. from 1 October 1971 the daily driving period for drivers of vehicles of less than 20 metric tons laden weight on international and national journeys both within the Community and to and from third countries will be eight hours a day with two exceptions of nine hours a day each week. As a general rule, rest periods between periods of duty must be at least 11 hours but can be reduced to eight hours twice a week as long as the rest period is taken away from the vehicle or while it is not moving. There is a weekly driving limit of 48 hours and a fortnightly limit of 92 hours. Vehicles over 20 metric tons gross laden weight must have a second driver to take over after the first driver has driven for 450 kilometres (about 280 miles) and there is no provision for exceptions to the eight-hour driving day. There are exemptions for goods vehicles under 3½ metric tons gross weight and for passenger vehicles on journeys not exceeding 50 kilometres (just over 30 miles). There are also provisions about minimum age and qualifications for drivers.

23. There is pressure from the road haulage industry and certain Member States within the existing Community to amend Regulation No. 543/69 in a way that would allow the rules on drivers' hours to be applied more flexibly to short distance delivery services, movement of goods to and from construction sites and for certain agricultural purposes. The Commission has submitted proposals for such amendments and also for some minor changes to bring the Community's Regulation into line, as respects third countries, with the provisions of a wider agreement of this kind—known as AETR—which has been negotiated in Geneva by the UN Economic Commission for Europe. Amendments to allow some measure of flexibility in the application of the rules and the nine-hour driving day to continue to the end of 1973, as provided for in the AETR agreement, would be welcome, but they would be marginal in character and transitional in effect, leaving the principle of the 8 hour driving day untouched.

24. **Tachographs** Linked with Regulation No. 543/69 on drivers' hours is Regulation No. 1463/70, which requires all vehicles to be fitted with recording equipment, more commonly known as tachographs, which will gradually take the place of record books now used for the enforcement of Regulation No. 543/69. All new vehicles and those used for the carriage of dangerous goods have to be fitted with tachographs by the beginning of 1975 and all vehicles both new and old will have to carry such equipment by the beginning of 1978.

25. The Council's decision of May 1965 also referred to the need for common rules on working conditions to be extended to matters such as hours of duty, overtime and paid holidays and for such rules to be agreed and applied in all three modes of inland transport (rail, road and inland waterway). The Commission has not yet ventured into this wider field, but committees which include representatives of employers and unions at Community level have been set up to advise the Commission on working conditions in the road, rail and waterway undertakings. It is also usual for the Commission to refer proposals of this kind to the Consultative Committee of transport experts in accordance with the provisions of Article 83 of the Treaty (see para. 4). These consultative procedures should ensure that all the interested parties have a chance to make their views known at a fairly early stage before the Commission submits measures of this kind to the Council.

26. **Taxation** Council Decision (No. 65/271) of May 1965 specifically mentions the substitution of a value added tax in place of any other tax of this kind on transport services and commits Member States to treat road hauliers operating for hire and reward and those engaged on own account in the same way so far as specific road taxes are concerned once the value added tax has been brought into force in all Member States (only Italy has not yet introduced this tax and has been given until 1 January 1972 to do so). Member States also undertook to abolish double taxation of road vehicles, but attempts to reach agreement on the basis of the 'territorial principle' (vehicles are subject to the tax of the country in which they operate) rather than the 'nationality principle' (vehicles are subject to the tax of the country of registration) involved such administrative complications that no progress has been made. Proposals for a new tax system for commercial vehicles as part of a wider objective for making users meet the cost of providing the infrastructure which they use eg railway track, roads and canals, are also under consideration (see para. 33 below).

27. **Rates and conditions of carriage** The priniciple of non-discrimination is written into the Treaties of Rome and Paris in broad terms leaving the details to be embodied in subordinate legislation. Council Regulation 11/60 prohibits all discrimination on grounds of the origin or destination of goods (except coal and steel products) carried by rail, road or inland waterway. As regards coal and steel, Member States are required to take measures to notify or publish rates and conditions of carriage for coal and steel products in addition to ensuring that carriers do not discriminate between users whether in national or international traffic.

28. Although the Community have agreed in principle to introduce a system of forked tariffs (see para. 13 above), the only attempt to apply this principle has been the adoption of Council Regulation No. 1174/68 (subsequently amended by Regulations 358/69 and 293/70). This Regulation applies to international carriage of goods by road and was adopted as an experiment for three years. Member States are required to agree international rates bilaterally between themselves and these, when approved by the Commission, are to be brought into force by each Member State as from an agreed date. In practice it has taken far longer than the time allowed in the Regulation to conclude these bilateral agreements and it looks as if it will be the end of 1971 before they are all in force (the Benelux agreement came into operation in June of this year).

29. The upper limit of the fork is fixed by Member States in the form of a rate per ton mile for four main groups of commodities. The fork has a range of 23 per cent ie carriers can offer a rate down to 23 per cent below the upper limit of the fork without any form of publicity. But rates outside the fork are allowed in certain circumstances, subject to publication and post-hoc justification if a Member State complains that they do not meet the special conditions for such rates. It is this obligation to comply with special conditions, if rates outside the forked tariff are applied, that distinguishes the 'obligatory' from the 'reference' forked tariff. In the case of the 'reference' tariff, carriers are free to charge rates outside the limits of the forked tariff subject only to an obligation to notify them to the authorities who have to arrange for them to be published.

30. As the Council's legislation on obligatory forked tariffs for international carriage by road will be reviewed during 1971 or 1972 with a view to deciding whether to amend or replace them in the light of experience gained by the experiment, the candidate countries will be consulted about the form which new legislation on this subject should take (see para. 39 below).

31. **Infrastructure costs and charges** A basic principle of Common Market transport policy is that there should be a system of charging for the cost of providing infrastructure, ie the cost of providing and maintaining the track in the case of rail and road and of building and maintaining canals in the case of inland waterways. For railway undertakings, the objective is to make them financially independent including capital expenditure on railway track. The problem is more difficult in the case of roads and waterways where the basic facilities are provided by public authorities and the cost is a charge on public funds. A Council Decision of May 1965 (No. 65/270) committed Member States to take part in a series of studies of the problems on inter-urban routes (rail, road and waterway), including a pilot survey by the French of the routes between Paris and Le Havre. The result of that study were submitted to the Council in 1968. Early in 1970 the Council decided that priority should be given to the more difficult problem of charging for infrastructure use in urban areas and each Member State (with the exception of Luxembourg) is now committed by a Council Decision (No. 70/108) to undertake a study of how the principle of charging for infrastructure costs can be applied in urban areas. As a first step towards the introduction of an infrastructure taxation system, the Council adopted Regulation 1108/70 on June 4, 1970 to provide certain basic data on a Community basis.

32. In March 1971 the Commission submitted a draft Decision which, if and when adopted, would commit Member States to the application of certain principles in working out a system of charging for infrastructure costs. The first principle would be to allocate expenditure between various groups of users on the basis of marginal social cost (which includes, besides renewal, maintenance and administration, the costs imposed on other users as a result of congestion and accidents). The second principle would be what is known as 'budget equilibrium'. This means that where the product of a tax covering marginal social cost is less than the annual charge borne by public authorities, then the amount paid by users in the form of taxes or direct charges for the use of roads, for example, would have to be increased to bring it up to the amount actually spent by the public authorities (it will be open to the public authorities to decide whether to meet capital costs on a loan charges basis or by making full provision for capital expenditure at the time of construction). The Commission realises that the time scale for making such fundamental changes would have to be spread over a number of years and have proposed 10 years for roads and 15 years for waterways. In the meantime railway undertakings would be entitled to compensation, in certain cases, where they could show that they were having to compete with road or waterway services which were still being subsidised from public funds. The Commission's proposals are likely to be controversial and may not be adopted for some years.

33. In the meantime the only measure that looks as if it has any chance of being adopted before the enlargement of the Community is a Directive which would require Member States to introduce a tax structure for commercial road vehicles (including buses) based primarily on axle weight and vehicle configuration as a first step towards getting operators of commercial vehicles to meet the total cost of providing roads for their use. The Council of Ministers accepted the principles written into the Directive as long ago as December 1970, but referred the Directive back to Member States to work out tax structures on the basis of the principles so that any practical difficulties could be brought to light before the Directive was adopted. This work is taking longer than was expected. It now looks as if the Council of Ministers will not be in a position to adopt the Directive before the end of 1971 but 1972 would be more likely if there are to be consultations with the candidate countries (see para. 39). The new tax measures could not be brought into effect until the beginning of the following financial year.

34. **Type approval of motor vehicles and trailers** As part of its wider programme to remove technical barriers to trade, the Council has already adopted 10 Directives which commit Member governments to accept type approval certificates for vehicles and their parts or equipment issued in other Member States. The most important of these Directives (No. 70/156) is that concerning the type approval system itself and makes manufacturers rather than operators responsible for complying with constructional requirements. The other Directives deal with vehicle parts and equipment, including exhaust systems and sound levels, pollution by gases from engines with positive ignition, rear registration plates, fuel tanks and rear bumpers, steering equipment, doors, audible warning devices, rear view mirrors and brakes. In most cases the standards adopted are based on those which have been under discussion in the UN Commission for Europe at Geneva for some years and which are already the subject of recommendations to all European countries. Other Directives in the pipeline cover lighting, luminous signalling equipment, windscreen wipers and washers, vehicle safety glass, direction indicators, electrical supply to lights and light signals on trailers and suppression of radio-electrical interference. In an attempt to reach a compromise agreement, the Commission recently submitted a revised draft directive on weights and dimensions of road vehicles, which now includes proposals for an 11.5 metric ton axle limit and a maximum gross weight for an articulated vehicle of 42 metric tons. This draft has considerable implications for the UK and the other candidate countries and will no doubt be the subject of consultation with us. A system of type approval will also apply to agricultural vehicles and their parts.

35. **Railways** A Council Regulation on the relationship between Member States and railway undertakings has been an objective since 1965. The Commission is known to be working on this problem but has not yet submitted proposals to the Council. In the meantime, the Council has adopted a resolution (December 1970) which invites railway undertakings to co-operate and co-ordinate their activities both at technical and commercial level including standardisation of rolling stock, research and development, and the setting up of joint commercial organisations to operate international services on standard conditions of carriage.

IV. Negotiations

36. **Transitional period for drivers' hours** The one major negotiating point in the transport field has been the UK request for a five-year transitional period before having to conform with the eight-hour driving day for carriage of goods by road on journeys *within the UK*. Road hauliers need this time to adapt their organisations to the new conditions, bearing in mind the fact that they have only recently moved from an 11-hour working day (which could also be a full-time driving day) to a 10-hour driving day. The Community have offered a two-year transitional period for the application of this Regulation to domestic traffic. The UK has stated that a four-year period is the minimum that would be acceptable in view of the economic and political problems involved. The Community is still considering this request.

37. **Technical adaptation of Community legislation** Agreement has been reached on a number of technical changes or additions to existing Community legislation to take account of the proposed enlargement of the Community. These changes are commonly known as 'technical adaptations'. Their purpose is to make appropriate, minor modifications to Community subordinate legislation which was framed in the exclusive context of the exisitng Community and could not, without specific adaptation, be applied in an enlarged Community (examples are the insertion of specific references to named transport undertakings, named national taxes, national classes of road, and the application to sea-crossings of certain provisions originally designed with land frontiers in mind).

38. **Temporal adaptation of Community legislation** As a general rule the Community have informed the candidate countries that they would expect them to be in a position to implement Council Regulations (these have direct effect in Member States) within three months of the date of accession. As regards Council Directives, which are binding as 'to the result to be achieved' but leave Member States free to give effect to them in any form they please, the candidate countries will be expected to have taken the necessary internal measures to give effect to them within six months. However, it was recognised that some Regulations and Directives would present more difficulties for candidate States than others, and requests for longer than the standard periods in such cases have been considered. Although the Community were not always prepared to grant the full period the candidates would have liked, agreement has been reached on acceptable periods of temporal adaptation where new administrative procedures are involved,

(*continued on page 323*)

What about Europe now?

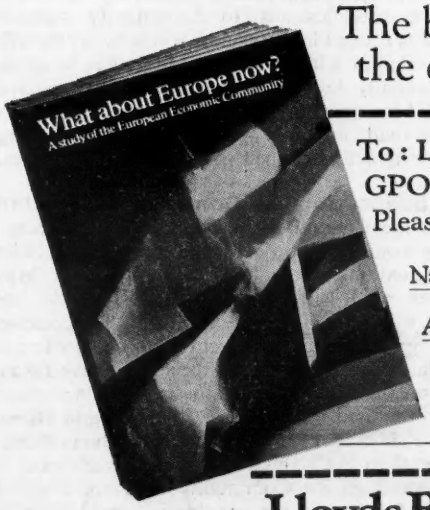
If you're a businessman who needs the facts about the Common Market, let Lloyds Bank help.

Four years ago we published 'What About Europe?'—today we announce a new book 'What about Europe now?' It's been completely up-dated and includes references to the agreement reached on 23rd June, 1971.

'What about Europe now?' explains:

* Why the EEC was formed
* What the Treaty of Rome entails
* How the Market works in practice
* What joining will mean to Britain if and when we become members.

The book is available free. Simply fill in the coupon.



To: Lloyds Bank Limited, Overseas Department, GPO Box 19, 6 Eastcheap LONDON EC3P 3AB

Please send me a copy of 'What about Europe now?'

Name _____

Address _____

_____

_____

TI/1

Lloyds Bank looks after people like you

with the exception of Regulation 1463/70 on tachographs. The UK request for the date for fitting tachographs to new vehicles to be deferred from January 1, 1975–January 1, 1978, has not been agreed and a request for an extension to the end of 1975 has been made in the hope of reaching a settlement.

39. **Consultation with candidate countries during the interim period** In June the negotiating conference agreed that joint procedures should be established to provide for consultation between the Member and the candidate countries in the period between the signature of the Treaty of Accession and its entry into force. The purpose of the consultations would be to ensure that decisions taken by the institutions of the Community took due account of the interests of candidate states as prospective members of the Community, and equally to ensure that any decisions taken by the candidate countries which might affect their obligations as prospective members of the Community should also be the subject of prior consultation. Detailed arrangements to give effect to this decision still have to be discussed but the principle of consultation has been established and should prove of particular use in the transport sector where a number of regulations have been adopted on an experimental basis (see paras. 16 and 30 above) and will be coming up for review during 1972 in the light of experience.

V. Conclusions

40. The evolution of a common transport policy, intended to supersede, in some important respects, the different and sometimes conflicting policies and attitudes of the Six is a complex and difficult undertaking. Its sporadic and, to the outside observer, apparently disconnected developments appear confused. But in reality, they represent advances, by compromise and agreement, along broad lines agreed in June 1965 by the Council of Ministers of the Six and aimed at a Community-wide transport market based on competition which is to operate on as fair and equal terms as possible, within a framework of common rules. Within an enlarged Community each Member state will have full opportunity to influence future developments.

Social survey on aircraft noise annoyance around Heathrow Airport

THE results of a social survey of residents' reactions to aircraft noise* which was carried out around Heathrow in 1967 for the Department of Trade and Industry by a firm of consultants were published on August 18.

The purpose of the survey was to up-date and extend the information provided by the social survey which the Wilson Committee on the Problem of Noise commissioned in 1961. The 1967 survey covered a wider geographical area extending up to 15 miles around Heathrow and although based on the same methods as the Wilson Survey, included a greater number of questions. The basic problems on which it focuses are: the development of a statistical relationship between the degree of annoyance, the loudness and duration of noise and the number or frequency of aircraft heard; the effect on this complex relationship of daytime and night-time exposure respectively; and the comparative influence of inbound and outbound aircraft and the mode or direction of runway operation. Consequently the Report of the survey provides a sophisticated analysis of more detailed information about aircraft noise than hitherto available.

The Report suggests that the formula derived by the Wilson Committee for Noise and Number Index currently in use gives too much weight to the number of aircraft movements and too little weight to the annoyance experienced directly under take-off and approach paths, even at appreciable distances from the end of the runways. Over the surveyed area at large, however, it suggests that the use of the Wilson Noise and Number Index in today's environment over-estimates the level of annoyance. It confirms the Wilson Committee's tentative estimate of the importance of noise at night.

* Second Survey of Aircraft Noise Annoyance around Heathrow Airport, HMSO price £2.20 net.

Application for anti-dumping duties on imports of ballotini glass grains from Austria

THE Department of Trade and Industry give notice that they are considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on imports from Austria of ballotini glass grains, 0.25 to 1.60 mm. in diameter.

A statement of the applicants' case will be made available to any interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than September 9, 1971. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent in writing to the Tariff Division, Department of Trade and Industry, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1.

Applications for temporary exemption from import duty

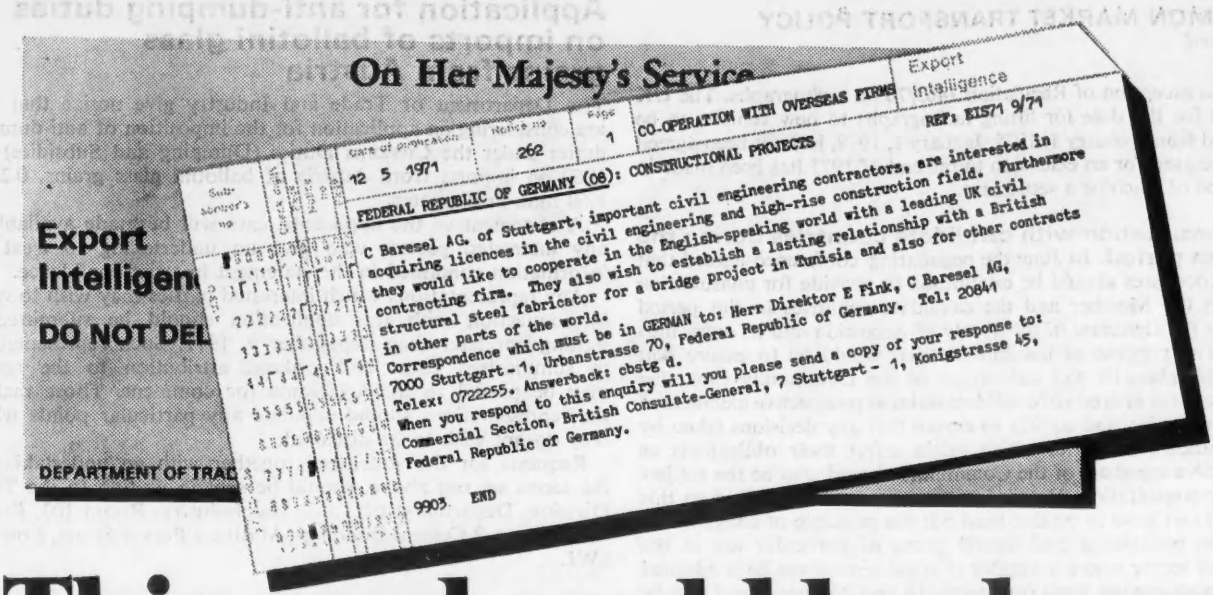
THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 2.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	4-Hydroxynaphthalene-1-sulphonic acid	Neville & Winthers acid 1 Naphthol -4 sulphonic acid	31 December 1971	13639
29.22	8-Aminonaphthalene-2-sulphonic acid	Cleves acid 1 :7 1 naphthylamine -7-sulphonic acid	31 December 1971	13638
	4-Chloro-*m*-toluidine-6-sulphonic acid (-NH_3at1)	4 Chloro-M-toluidine-6-sulphonic acid	31 December 1971	13636
	Sulphanilic acid	Sulphanilic acid, pure	31 December 1971	13640
29.23	4-Amino-5-hydroxynaphthalene-1,7-disulphonic acid	K acid 8 Amino 1 naphthol 3-5 disulphonic acid	31 December 1971	13635
29.35	1-(4-Sulphenyl)-5-pyrazolone-3-carboxylic acid	1-(4 Sulphophenyl) 3-carboxylic 5-pyrazolone	31 December 1971	13637
39.02	Copolymers solely of allyl alcohol with styrene, which have an acetyl value of not less than 190	RJ 101 Copolymers of styrene and allyl alcohol having a hydroxyl content of not less than 7.2 per cent and not more than 8.2 per cent by weight, and a specific viscosity, as determined in methyl ethyl ketone of not less than 0.53 and not more than 0.65	31 December 1971	13646


On Her Majesty's Service
Export Intelligence
DO NOT DEL
DEPARTMENT OF TRAD
Date of publication
12 5 1971
Notice no
262
Page
1
CO-OPERATION WITH OVERSEAS FIRMS
Export Intelligence
REF: EIS71 9/71
FEDERAL REPUBLIC OF GERMANY (08): CONSTRUCTIONAL PROJECTS
C Baresel AG, of Stuttgart, important civil engineering contractors, are interested in acquiring licences in the civil engineering and high-rise construction field. Furthermore they would like to cooperate in the English-speaking world with a leading UK civil contracting firm. They also wish to establish a lasting relationship with a British structural steel fabricator for a bridge project in Tunisia and also for other contracts in other parts of the world.
Correspondence which must be in GERMAN to: Herr Direktor E Fink, C Baresel AG, 7000 Stuttgart - 1, Urbanstrasse 70, Federal Republic of Germany. Tel: 20841
Telex: 0722255. Answerback: cbstg d.
When you respond to this enquiry will you please send a copy of your response to: Commercial Section, British Consulate-General, 7 Stuttgart - 1, Konigstrasse 45, Federal Republic of Germany.
9903 END

This card could lead you to a big export order fast. For 5p.

It costs £25 to join Export Intelligence.

You don't pay again until you've received 500 reports. So each report costs you only 5p.

Fivepence! For information that could lead to thousands of pounds worth of export business.

You get to hear about it fast.

Information from our 220 Embassies, High Commissions and Consulates abroad pours into Export Intelligence Headquarters every day—by telex, cable and airmail.

The material is processed through a computer and within 48 hours all those items relevant to your business are on your desk.

In fact for an urgent tender we'll phone or telex you the same day.

Information tailored to your needs.

To save your time and money we only give information that's of interest to you. When you join, you pin-point your interests by selecting from a list of 5,000 products and services, and 160 world markets.

You also decide which of 14 categories of information you want to receive—categories like specific export opportunities, calls for tender, short market pointers, quarterly economic and trading reports on over 100 countries.

You can select any or all of them.

Every time a piece of information comes in that matches your individual requirements, Export Intelligence sees that you get it.

Now's the time to join.

Over 5,000 exporters have already joined Export Intelligence. This year, 50,000 items of market information will reach them.

Can you afford to miss out on this?

One of our Export Officers will be pleased to explain how the Export Intelligence Service could help you.

Simply telephone one of the numbers below. Or post the coupon.

London Headquarters
01-248 5757 Ex 7007
Telex 886143
Belfast (Ministry of Commerce)
34488 Telex 74578
Birmingham
021-643 8221 Telex 337021
Bristol
21071 Telex 44214
Cardiff
62131 Telex 49267
Glasgow
041-248 2855 Telex 77583
Leeds
20485 Telex 55472
Manchester
061-236 2171 Telex 667104
Newcastle upon Tyne
27575 Telex 53178

To: Export Intelligence, Department of Trade & Industry, Export House, 50 Ludgate Hill, LONDON EC4M 7HU
Please contact me about Export Intelligence.

Name

Company

Address

Tel. No.

TI7

Computerised Export Intelligence

A service to exporters by the Department of Trade and Industry.

EIS—an aid to book exporting

FROM April to June 1971, 23 specific export opportunities, agency inquiries, calls for tender, etc., concerning books were passed on to the relevant subscribers to DTI's Export Intelligence Service. They related to nautical publications, educational books, modern best sellers, thrillers, science fiction, school textbooks, children's books, technical books, religious books, etc., in both paperbacks and hard covers. The inquiries came from 10 different countries: seven from the USA, six from Germany, two from Nigeria, and the remainder from such diverse areas as Australia, Afghanistan, Canada, Netherlands, Barbados, Qatar and Kenya. Market pointers relating to the building of colleges, secondary science schools, universities, hospitals and libraries were also disseminated together with information on aid and loan agreements for projects in the developing countries.

These figures illustrate the practical role played by the computer-based EIS in the steadily growing British book export business. EIS is designed to provide the various sectors of British industry with a tailor-made monitor on world markets and finance. Information (most of it exclusive to the service) is reported daily to DTI's Export House in London by Commercial staff at 220 British Embassies, High Commissions and Consulates throughout the world. The EIS system is geared to ensure that this information reaches its subscribers by first-class mail within 48 hours of receipt. For only £25 a subscriber receives 500 items of export market information tailored to meet his needs. Five new pence buys him a chance of export business worth infinitely more. Those 500 items can be supplied over any period of time and subscription is not due for renewal until they have all been received.

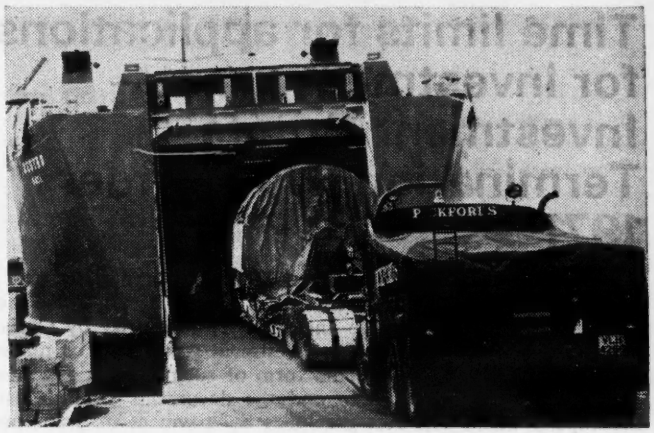
EXPORTS OF BRITISH BOOKS

	Books and booklets	Children's picture and painting books
1965	£25,366,684	£282,784
1966	£26,475,509	£388,656
1967	£27,959,635	£359,310
1968	£35,459,429	£435,492
1969	£42,625,660	£473,487
1970	£44,878,109	£592,253

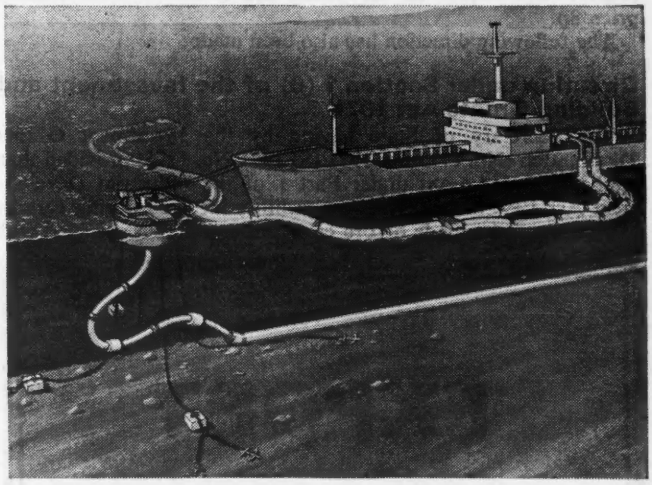
Note: These figures do not include books sent through the GPO as Parcel Post nor parcels sent by Letter Post or Printed Paper Post.

EIS subscribers can also receive, in addition to the above categories, information about overseas buyers visiting the UK, opportunities for co-operating with overseas manufacturers, details of tariff and import regulation changes in overseas countries, advance notification of overseas trade fairs, British Weeks, etc., and quarterly reports on the latest economic and trading situation in over 100 countries.

For full details of EIS contact the nearest DTI Regional Office or DTI's offices in Scotland and Wales: or Export Data Branch at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel.: 01-248 5757; Telex: 886143 DTI Export LDN).



An 85-ft. long Pickford's road vehicle loaded with a 50-ton drying cylinder manufactured by Walmsleys (Bury) Ltd. of Bolton. This drying cylinder was delivered to the Drammen Paper Mills Ltd,. Norway, five days after collection from Bolton, having been driven to Hull, shipped to Oslo on Ellerman's Wilson Line Ltd's ro/ro ship the 'Destro', and on to Drammen. The 'Destro' has accommodation for 12 drivers, so Pickford's drivers were able to make a door-to-door delivery and oversee the whole operation.



A typical oil discharge/loading buoy installation showing a tanker discharging to the buoy and submarine pipeline through Dunlop 'Selflote' integral floating hose. A contract worth approximately £1.5 million for the supply of floating oil hose for the tanker terminals of the proposed SUMED oil pipeline from the Gulf of Suez to the Mediterranean has been won by the oil and marine division of the Hose Group of Dunlop Ltd. The contract is part of a total scheme—worth about £117 million—put forward by an international consortium.

FOR FAST OVERLAND SERVICES Containers, Tankers, Low Loaders, Box, Tilt and Refrigerated T.I.R. Trailers
GROUPAGE & FULL LOADS

TURKEY, IRAN, IRAQ, KUWAIT, SAUDI ARABIA

BAHREIN, ABU DHABI, DUBAI, DOHA, LEBANON, SYRIA, JORDAN, AFGHANISTAN, PAKISTAN
GREECE, BULGARIA, YUGOSLAVIA, RUMANIA, HUNGARY, AUSTRIA, CZECHOSLOVAKIA, POLAND, MOSCOW, TRIESTE
Also to: HOLLAND, BELGIUM, GERMANY AND SCANDINAVIAN COUNTRIES

ECONOMICAL RATES BY SEA TO BEIRUT, ISTANBUL, ISKENDERUN, LATAKIA, THEN BY ROAD TO MIDDLE EAST
ALSO ROAD TO ISTANBUL THEN AIR TO MIDDLE EAST

TOPKAPI T.T.T.

HEAD OFFICE: LONDON, GILLIES STREET, N.W.5. Tel. 01-267 3221 Telex. 267 717

ALSO DAILY GROUPAGE FROM THE REGIONS ON THROUGH RATE

GLASGOW Tel. 041 221 0381. Telex 77174 MANCHESTER Tel. 061 872 5671. Telex 668716
BIRMINGHAM Tel. 021 552 5391. Telex 339080 BRISTOL Tel. 0272 23137. Telex 44129

SIMILAR GROUPAGE SERVICES FROM CONTINENT TO TURKEY & MIDDLE EAST

Time limits for applications for investment grant—Investment Grants Termination (No 1) Order 1971

SECTION 1(6) of the Investment and Building Grants Act 1971, which received the Royal Assent on July 27, 1971, empowers the Secretary of State for Trade and Industry to specify by Order dates by which applications for investment grant must be made and to issue directions as to the form of such applications, the particulars they must contain and the documents which must accompany them. The Act precludes the payment of grant on applications not complying, or in the opinion of the Secretary of State not substantially complying with any relevant direction.

The Investment Grants Termination (No. 1) Order 1971 (1971 SI No. 1275) made on August 3, 1971, comes into operation today. It specifies that applications for grant in respect of expenditure incurred before January 1, 1969 must be made before January 1, 1972. It also specifies April 1, 1972, July 1, 1972, and October 1, 1972, as terminal dates in relation to expenditure incurred in the periods January 1 to March 31, 1969, April 1 to June 30, 1969 and July 1 to September 30, 1969 respectively. Copies of the Order are available from HMSO price 3p.

The following direction has also been made:

Direction under Section 1 (6) of the Investment and Building Grants Act 1971

The Secretary of State having by the Investment Grants Termination (No. 1) Order 1971 (SI 1971 No. 1275) provided that applications for grant under Part 1 of the Industrial Development Act 1966 in respect of expenditure incurred during certain periods are to be made before certain dates therein specified and that such applications are to be made in such a form and manner and to contain such particulars and be accompanied by such documents as he may direct;

The Secretary of State hereby directs that applications to which the order applies:

(*a*) shall be made on such form available from any of the Investment Grants Offices of the Department of Trade and Industry and bearing the number specified in the first column of the Annex to this direction as is appropriate to assets of the class to which the asset, in relation to which the application for grant is made, belongs, such classes being specified in relation to each form in the second column of the said Annex, and

(*b*) shall contain the particulars required by that form and by the explanatory note specified in the Annex to this direction as relating to that form, including the reports so required by an accountant having the qualifications set out in that explanatory note.

Dated August 16, 1971

APPLICATION FORMS

Form No.	Asset	Explanatory Notes
IG/1	Plant and machinery provided for use in the manufacturing and ship repairing industries.	IG/1/A
IG/2	Plant and machinery provided for use in the construction industry.	IG/2/A
IG/3	Plant and machinery provided for use in the extractive industry.	IG/3/A
IG/3(CS)	Plant and machinery provided for use in the extractive industry in an area designated by order in council under Section 1 of the Continental Shelf Act 1964.	IG/3(CS)/A
IG/4	Plant and machinery hired out for use in the manufacturing, ship repairing and extractive industries.	IG/4/A
IG/5	Plant and machinery provided for hiring out for use for construction purposes.	IG/5/A
IG/6	A computer for use by the applicant or hired out for a period of not less than three years.	IG/6/A
IG/7	A new ship.	IG/7/A
IG/8	A hovercraft provided for use by the applicant.	IG/8/A
IG/9	Mining works.	IG/9/A
IG/11	Plant and machinery provided for use in the manufacturing and ship repairing industries.*	IG/1/A
IG/12	Plant and machinery provided for use in the construction industry.*	IG/2/A
IG/13	Plant and machinery provided for use in the construction industry.*	IG/3/A
IG/14	Plant and machinery hired out for use in the manufacturing, ship repairing, and extractive industries.*	IG/4/A
IG/15	Plant and machinery provided for hiring out for use for construction purposes.*	IG/5/A
IG/16	A computer leased for periods of less than three years.	IG/16/A
GI/17	New parts for a new ship.	IG/17/A
IG/18	A hovercraft hired out by the applicant.	IG/18/A
IG/20	Expenditure incurred in the production of a prototype for use in scientific research.	IG/20/A
IG/36	A computer.*	IG/6/A amended

*This form incorporates an undertaking for use when the asset has been disposed of before the application for grant is made.

Background notes

The Minister for Industry announced on February 12, 1971 in reply to a Question in the House of Commons his intention to set these time limits. The Minister's reply gave nearly a year's notice to industry of the cut-off date of January 1, 1972 in relation to expenditure incurred up to the end of 1968 and longer notice of the later terminal dates.

Full information to assist applicants in completing the forms prescribed in the direction is contained in the booklet *Investment Grants: a Guide for Industry* and in explanatory notes issued with each form. Copies of the forms, explanatory notes and the booklet may be obtained from the Investment Grants Offices.

The addresses and telephone numbers of these offices and the areas which they cover are as follows:

Location of Office	Area for which responsible
Department of Trade & Industry Investment Grants Office Colman House 71 Victoria Avenue Southend-on-Sea SS2 6DU	Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Dorset (Borough of Poole only), Essex, Hampshire (including the Isle of Wight), Hertfordshire,

EXPORT

A well-established company which has a department specialising in the export of materials of interest to architects and contractors in overseas markets will be glad to consider adding to their range.

Purchases can be made 'at Works' and the fullest co-operation given by personnel who have spent their lives in this field.

WRITE BOX No. S7172

Trade and Industry
Room D92, HM Stationery Office,
Atlantic House, Holborn Viaduct,
London, EC1P 1BN

Tel. No. (0702) 41341 or 41362 Telex 99288	Huntingdonshire, Kent, London (Greater London Council Area), Norfolk, Oxfordshire, Soke of Peterborough, Suffolk, Surrey, Sussex. The whole of Great Britain for claims in respect of computers, ships and hovercraft.
Department of Trade & Industry Investment Grants Office 24-26 Newport Road Cardiff CF2 1SY Tel. No. (0222) 42611 Telex 49538	The whole of Wales and Monmouthshire; also Cornwall (including the Isles of Scilly), Derbyshire (except High Peak District), Devonshire, Dorset (except the Borough of Poole), Gloucestershire, Herefordshire, Leicestershire, Lincolnshire (Holland, Kesteven and Lincoln County Borough), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Somerset, Staffordshire, Warwickshire, Wiltshire, Worcestershire.
Department of Trade & Industry Investment Grants Office St. Peter's House Stanley Precinct Bootle, Lancashire L20 3LZ Tel. No. 051-922 4030 Telex 627162	Cheshire, Lancashire, the High Peak District of Derbyshire (the Boroughs of Buxton and Glossop, the Urban Districts of New Mills and Whaley Bridge, and the Rural District of Chapel-en-le-Frith). Also, all claims relating to mining works and plant and machinery on the continental shelf.
Department of Trade & Industry Investment Grants Office West Precinct Town Centre, Billingham Tees-side TS23 2NF Tel. No. (0642) 553671 Telex 58608	Cumberland, Durham, Lincolnshire (Lindsey), Northumberland, Westmorland, Yorkshire.
Department of Trade & Industry Investment Grants Office Magnet House Waterloo Street Glasgow C2 Tel. No. 041-221 9833 Telex 77611	The whole of Scotland.

Further Orders will be made at the appropriate time specifying cut-off dates in relation to expenditure incurred on or after October 1, 1969. The three-year interval provided for in the present Order may at that stage be reduced. However, industry will be given full notice both of the making of any further Order and of any change in the interval between the periods in which expenditure is incurred and the final date for making application.

Government factory for Hemsworth

THE English Industrial Estates Corporation has announced that work is soon to start on a 2,250 sq. metre (25,000 sq. ft.) advance factory on the Langthwaite Grange Industrial Estate, South Kirkby, Yorkshire. Work is expected to commence at the end of August and the factory should be ready for occupation by early 1972.

A unit of this size would normally be expected to employ about 100 people.

Inquiries for this factory should be addressed to: Mr. J. Derbyshire, The English Industrial Estates Corporation, 12 South Parade, Doncaster. (Tel. 0602 61560) or any office of the Department of Trade and Industry.

Investment grants: self-built assets

THE following letter on the assessment for investment grant purposes of expenditure on self-built assets has been sent to the Institute of Chartered Accountants in England and Wales by the Investment Grants Division of the Department of Trade and Industry. It is reprinted in *Trade and Industry* for information. Similar letters have been sent by DTI to the Institute of Chartered Accountants of Scotland and the Association of Certified and Corporate Accountants:

As you will be aware, the Investment and Building Grants Act received the Royal Assent on July 27, 1971. Since this Act does not contain special provisions on self-built assets, I take this opportunity to explain how it is proposed to assess expenditure on such assets for investment grant purposes.

Expenditure on self-built assets will be dealt with in accordance with Section 1 of the new Act. This provides that, with certain exceptions, grant may not be paid in respect of expenditure incurred on or after October 27, 1970 except where the Secretary of State is satisfied that it consists of a sum falling due under a contract made before that date, and that the person incurring the expenditure has not done so 'by reason of anything done or transaction entered into' on or after October 27, 1970.

Subject to the variations indicated in the following paragraphs, the computing of costs of self-built assets for grant purposes will continue to apply as previously to expenditure incurred after October 26, 1970. The main components of cost in a self-built asset are as follows:

materials;
sums paid to contractors for work on the asset;
labour costs charged direct (ie not through overheads), other direct expenses, eg consultation fees, etc;
overhead expenses, eg rents, indirect labour costs, fuel supplies, depreciation, etc.

Under Section 13 of the Industrial Development Act 1966 the Department was able to accept for grant such expenditure on the components of cost in a self-built asset as it attributed to the provision of an eligible asset. However, in cases where the attribution of expenditure takes place on or after October 27, 1970 and it is not expenditure incurred under a contract, it will not qualify for grant under the Investment and Building Grants Act 1971.

In respect of expenditure on self-built assets appropriated to the asset account after October 26, 1970 the Department cannot therefore pay grant unless they are satisfied that:

(*a*) it arose under a contract made on or before October 26;
(*b*) at the time it became payable under the contract the expenditure was capital expenditure and was clearly attributable to the provision of an asset, the whole of the expenditure on the provision of which would have been approved for grant under the Industrial Development Act, but for Section 1 of the Investment and Building Grants Act 1971.

The Department's decision will in general depend on how the expenditure is treated in the applicant's books, as evidenced by actual inspection or by the statement made by the independent accountant. Expenditure may normally be approved for grant only if, at the time it is payable under a pre-October 27, 1970 contract, it is charged direct to the capital account of an asset eligible for grant or to a capital suspense account prior to later allocation to a more specific capital asset account.

Materials and components, etc.

It is expected that the terms of the contract and the treatment of the expenditure under the contract in a firm's accounts will show whether the expenditure on materials (including components), sub-contractor charges and other direct expenses at the time they become payable are directly attributable to the provision of an asset the whole of the expenditure on the

(continued on next page)

INVESTMENT GRANTS: SELF-BUILT ASSETS
continued

provision of which would have been approved for grant under the Industrial Development Act 1966, but for Section 1 of the Investment and Building Grants Act 1971.

Direct labour

Whilst contracts of employment may take one of a number of forms, they may be divided into two broad categories:

(*a*) those specific to a particular programme of work, eg a project engineer whose contract provides for his employment on the construction of a particular asset or assets for the duration of that construction;
(*b*) a general contract not related to particular work.

Where a person is employed under a contract as at (*a*) above made before October 27, 1970 and the work specified in the contract is on an asset or assets eligible for grant, and where payments made under the contract are charged to the relevant capital asset account, grant may be payable.

A person employed under a contract at (*b*) is normally employed on a variety of different tasks, only some of which may rank for grant. In the past grant has been paid only on such sums as under the provisions of Section 13 of the Industrial Development Act appear to the Department to be properly attributable to the provision of an eligible asset and thus the expenditure admitted for grant has been the notional sum acceptable to the Department as being attributable to an eligible asset. Since such expenditure does not result directly from payments made by the applicant under the contract it may not under the new legislation be grant-aided as explained above.

Overheads

The treatment of overheads will follow closely that for general contracts of employment. At the time when payments which constitute overhead expenditure are made, they cannot of their nature be attributed to a particular asset; they are moreover generally largely of a revenue nature. For these reasons expenditure on overheads attributed to an asset account after October 26, will normally be accepted for grant purposes only insofar as it would, under normal practice, be deemed to have been incurred before October 27, 1970. This applies whether or not any direct labour costs are accepted as set out above. Where an appropriation covers a period which straddles October 26 the amount to be approved for grant will be calculated by apportionment. This will normally be on a time basis.

That part of wages, salaries and overhead expenditure paid after October 26 in respect of work done before October 27 but not brought to final account until later may be accepted for investment grant as having been incurred before October 27.

The Investment and Building Grants Act 1971, is not concerned with expenditure incurred before October 27, 1970 and grant may be paid on expenditure which by virtue of either Section 13(4) or Section 13(6) of the Industrial Development Act 1966 would, under current policy and practice, be regarded as having been incurred before October 27 and is otherwise eligible.

It is recognised that the terms of a general letter of this nature must necessarily be broad and there will doubtless be individual cases calling for special scrutiny. However, some guidance on general lines may be helpful. I should be grateful therefore if you would ensure that this information is communicated to your Members.

Yours faithfully,
R. G. STUART

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
July 16, 1971		
1,094,291	Electro Dynamic Construction Company Ltd	Improvements in alternating current fed variable speed electric motors
1,094,292	Electro Dynamic Construction Company Ltd	Improvements in alternating current fed variable speed electric motors
1,100,663	Electro Dynamic Construction Company Ltd	A brushless AC dynamo electric machine
1,104,655	Societe d'Exploitation des Laboratoires Bottu	Tetracycline derivatives and process for their preparations
1,108,446	Societe d'Etudes et de Recherches pour l'Amelioration des Explosifs in abbreviation SERADEX	Anti-firedamp explosives
1,149,119	Egyesult Gyogyszer Es Tapszergyar	Process for preparing new testers containing dimethyltropaneskeleton
1,184,581	Orion Radio es Villamossagi Vallalat	Electroplating with bright silver
July 19, 1971		
988,125	Agfa Aktiengesellschaft	Black-and-white developer for photographic reversal processes
1,057,994	Werner Hugo Wilhelm Schuller	Method of up-drawing glass or like inorganix material and apparatus for carrying out the method
894,755	John Edward Magee	Elevator dispatching and control ststem
967,687	" " "	Indicators for elevator systems
982,260	" " "	Automatic elevator control system
1,107,468	Nobel-Bozel	Reactive dressing intended to render cellulose fabrics uncreasable
1,107,831	" "	Productions from undegraded starch of binders and coatings giving when dried water-resistant films
1,111,964	" "	A composition and method for coating and surfacing papers
1,208,258	Northern Electric Co Ltd	A self-steering switching network
July 21, 1971		
961,927	Sperry Rand Ltd	Nuclear reactor control rod control systems
1,098,426	" " "	Aircraft flight instruments for take-off operations
1,053,550	Milton Yusem	Polysiloxane compositions and process for their preparation
1,074,473	Etablissements Paul Jacottet	Hydraulic reciprocating piston machines
1,082,195	Gevaert Photo-Producten N V	Photosensitive polycondensates
1,173,609	Gevaert-Agfa	Improved light-sensitive materials
July 23, 1971		
1,101,975	Per Wolff and Svend Henning Kaaber	Method of controlling a polymerisation process in a closed container.
1,125,417	ITT Industries Inc	Transistor assembly
1,125,418	" " "	Semiconductor devices
1,091,486	United States Atomic Energy Commission	Single-step process for preparation of uranium dioxide from uranium hexafluoride
1,128,565	United Srates Atomic Energy Commission	Beryllium fcil fabrication
1,130,044	United States Atomic Energy Commission	Method for removing lanthanides and trivalent actinides from aqueous nitrate solutions
1,133,880	United States Atomic Energy Commission	Resonator for supporting nonsinusoidal periodic waveforms
1,151,617	Agfa-Gevaert Aktiengesellschaft	Optical sensitisation of electrophotographic layers
1,161,619	Agfa-Gevaert Aktiengesellschaft	Photographic gelatine-containing layers with improved physical properties
1,179,189	Siegfried Urban	Electric motor

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

AN EXCLUSIVE, RELIABLE, PROMPT TRANSLATION SERVICE IN THE MIDLANDS!
Technical, Legal and Commercial Translations by Experts
THE DUPLOYEN INSTITUTE
Established in 1870 by the late Dr. Gustave H. Duployé
Separate department for the most intensive tuition. All languages. Special classes for the Directors and the other busy Executives organised at the firm's premises and at our Head Office:—
27 WATERLOO STREET, BIRMINGHAM, B2 5TJ, Tel.: 021-236 5431

THE QUEEN'S AWARD TO INDUSTRY 1972

Applications should be submitted as soon as possible before the closing date, 31st October 1971. Official forms and an explanatory booklet are available from: The Office of The Queen's Award to Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 2277

DID YOU KNOW ?

you can now POST export parcels over double the weight, three times the size ?

CONTINENTAL EXPRESS facilities provide an invaluable extension to standard postal limits. Parcels up to more than twice the usual maximum weight, and three times the dimensions, are accepted for distribution through the normal delivery channels of more than 30 foreign countries. Ensure speedy, safe delivery to and from YOUR Customers by sending your export parcels by CONTINENTAL EXPRESS.

Send today for full details of exporting and importing larger parcels by Post.

Continental express limited

Bridgwater Road, London E15

Telephone: 01-555 0321

Telex: 897948 (Vitesse)

Industrial Relations

The law in this field has become an essential part of legal practice. Its importance and complexity will grow rapidly when the new Industrial Relations Act comes fully into force.

Industrial Relations Law is the legal background of the daily work of trades union officials and personnel departments. It is taking an increasing share of lawyers' practices.

To meet this need, Sweet & Maxwell are publishing this autumn three important new books.

The Law of Redundancy

by Cyril Grunfeld

The Redundancy Payments Act 1965 marked the first major step towards the creation of a modern labour code and presents many problems. This book analyses these difficulties and considers some 600 reported decisions of the tribunals and appellate courts. It provides a comprehensive analysis of the law of redundancy contained in the principal Acts.

Now ready **£5 net Postage 15p**

A Guide to the Industrial Relations Act

by C. G. Heath

This book will contain the new Act and draft Code of Industrial Relations Practice. It is a guide to all the provisions of the Act, particularly those governing trades unions and the trades union/employer relationship. Of particular use will be the tables showing procedures under the Act.

Ready shortly **About £3 net**

Individual Employment Law

by B. A. Hepple and P. O'Higgins, with advisory editors from Industry.

The Law affecting the individual employment relationship is broader than the new Act, though much affected by it. There are over 70 Acts of Parliament and much subordinate legislation directly affecting the employment relationship. This new book will give a systematic integrated view of Common Law and statutory duties and amongst other matters will cover unfair dismissal, minimum periods of notice and written particulars of employment terms, all of which will be affected by the new Act. It will also examine some of the new and difficult problems, such as the effect of strike notice on the individual contract and the legal enforcement of the terms of collective agreements.

Ready shortly **About £2 net (paperback)**
£3 net (bound)

Sweet & Maxwell

Mail Orders: North Way, Andover, Hants.

Bookshop: 23 Chancery Lane, London WC2A 1LS.

NEW BOOKS

The Use of Economics Literature, edited by John Fletcher. (310 pages. Butterworths. £4.50. ISBN 0 408 70171 4). Mr. Fletcher, who is Economics Librarian at the University of Warwick, has assembled a strong team of librarians and economists to view the literature of economics and provide a guide to it. In doing this he had a threefold aim: to describe what material there is on the various branches of the subject, what is important and valuable, and what level it best serves; to show what tools are available to assist the researcher in making a more extensive and intensive survey of the literature of his specialised field; and to indicate where the material can be found. The first two, rather slight, chapters are concerned with describing the British and American libraries which are strong in economics material, with the best way of tackling a literature search on a new research topic, and with giving an account of how libraries are organised with special reference to economics collections. This is followed by a group of seven chapters on some of the kinds of material most used by economists. These are reference and bibliographical tools (mostly quite general ones), periodicals, unpublished material, British government publications, United States government publications, international organisations' publications, and economic statistics. The last of these chapters covers its ground very fully, and runs to 49 pages. The chapter on international organisations' publications brings together a lot of information which is not readily accessible, while that on periodicals provides a most interesting survey of the major scholarly journals in the field. The rather short chapter on British government publications, on the other hand, is disappointing; and it suffers badly from having been written shortly before the 1970 general election. (A short note on the changes in government organisation up to December 1970 appears right at the front of the book.) Lastly, there are fourteen chapters on different subject areas in economics, written by experienced and practising economists, starting with general economics and ranging through economic history, mathematical economics, labour economics, monetary economics and so on to economic sociology. Each of these is intended to be a brief guide to the material available with reference to periodicals, monographs, series and bibliographical aids—though, naturally the pattern varies according to the characteristics of the literature in each subject field and the different approaches of individual authors. Any symposium of this sort tends to result in unevenness in treatment, some overlapping between chapters, and gaps in the coverage—there is, for example, no chapter on transport economics even though it is deliberately excluded from the chapter on industrial economics. Any literature guide must steer a difficult path between too general an approach, which does not afford sufficient practical guidance, and becoming a mere list of titles which rapidly becomes out of date. Mr. Fletcher and his contributors have met this problem as successfully as most and the resulting volume certainly contains a vast amount of information. Although advowedly directed to the needs of academic economists and would-be economists, it should also be very useful to economists working in industry and commerce and to others who need to make use of economic literature.

The European Economic Community and United Kingdom Engineering Companies. The British Mechanical Engineering Confederation (BRIMEC) in association with 'Engineering'. (57 pages. Available from the Editor, 'Engineering', PO Box 42, 33-39 Bowling Green Lane, London EC1 1AH. £15.75). Many companies are now giving serious consideration to the consequences of British membership of the European Communities. There is a great deal of relevant information available, and it is important, if this information is to be used to the best effect, that the directors and executives who have to take account of the consequences of membership of the European Communities in planning the future activities of their organisations, should know exactly what are the questions to which answers are required. The Confederation of British Industry has already circulated to its members a checklist of questions, and has in preparation a Desk Guide. These are inevitably general in their approach, drawing attention to matters which may affect any industry. Until the appearance of this volume prepared by BRIMEC, and intended for directors and managers in engineering companies, there has been no guide to the policies and institutions of the Communities and no list of questions from the standpoint of firms in a particular industrial sector. This volume will be very useful to mechanical engineering companies, who should not find the price too high. Firms in other industries, however, may prefer to await the publication either of the CBI Desk Guide, or of a comparable guide for their own industry, although a good deal of the content of the BRIMEC guide is in fact relevant to industry generally. It consists of three parts. The first gives background information about the Communities and their institutions, and assesses the prospects for the UK mechanical engineering industry within an enlarged EEC—about which it expresses cautious optimism. The second, and major, part sets out the practical implications of Britain's full participation in a new and enlarged EEC from the standpoint of executives responsible for marketing, production, design and R & D, personnel, financial and fiscal, and legal departments of an engineering company. The third part, called Guides to action, comprises a summary in the form of a series of questions and a list of publications and organisations that are sources of further information. Two statements here need some modification. HMSO can supply Common Market legislation (in the four official Community languages) only for the years 1966 to date, for which the *Journal Officiel* of the European Communities is still in print. In addition, most EEC and Euratom regulations issued up to 1968 are available from HMSO in non-authentic English translations prepared by the Foreign Office. A comprehensive service for supplying non-authentic English language texts of legislation in force up to the end of 1970 is provided by the DTI Library (for details see page 117 in *Trade and Industry* for July 22 1971). The second statement needing amendment concerns the detailed schedules of tariff concessions agreed by participants in the Kennedy Round. The five volumes were prepared by the General Agreement on Tariffs and Trade, but are entitled *Legal Instruments Embodying the Results of the 1964-67 Trade Conference.*

The first two publications have appeared in a new series—*GATT Studies in International Trade*— which is intended to make publicly available the results of some of the work undertaken by the staff of the GATT secretariat. Their purpose is to contribute to the discussion and understanding of current issues in the field of international trade. No. 1 in the new series, **Industrial Pollution Control and International Trade** (26 pages.

(Continued on next page)

Translation
Printing
Interpreting
Tuition

For years we have quietly provided the kind of language service demanded by leading companies for their international activities. To check our experience in your industry ring Simon Cave on **01-242 9276**

or write for our booklet

E L B Languages Group Ltd., 61 Carey St., London, W.C.2

Comprising: Trade & Industrial Translation Centre Ltd. and Eastern Languages Bureau Ltd.

Available from HMSO at 63p; by post 66p), reproduces a paper submitted by the GATT secretariat for the United Nations Conference on the Human Environment, to be held at Stockholm in June 1972. Environmental problems are being widely debated at the present time, but little attention has been given to the implications which the widespread introduction of measures for the control of industrial pollution might have for international trade. As this paper points out, it is important that these implications be recognised; and if suitable common standards can be evolved for pollution control measures, taking account of the special situation of developing countries, it should be possible for governments to act to protect and improve the environment while continuing to foster the growth of world trade. On the other hand, if this opportunity is let slip there is a real danger that, in attempting to combat pollution, governments may unwittingly introduce new barriers to trade. This paper explores some of the problems that will have to be solved in evolving suitable guidelines for action. The second study, **Japan's Economic Expansion and Foreign Trade, 1955 to 1970** (52 pages. 84p; by post 87p), is concerned with the watershed which the Japanese economy appears to have reached after 15 years of unprecedented expansion. The appearance of a labour shortage, coupled with inflationary tensions, together with the very substantial structural trade surplus, are regarded as symptoms of a much more fundamental structural change in the economy. It is suggested that the development strategy followed by Japan since the war has obtained the bulk of its rewards. Internally, by concentrating on productive investment, it permitted a full mobilisation of labour resources combined with an extremely fast growth of productivity. Externally, it achieved a substantial though highly concentrated penetration of foreign markets without a corresponding rise in import dependence. But now it appears that a gradual change of the strategy will become both unavoidable and desirable, and this in its turn would need to be accompanied by substantial changes in commercial policy. The effects of likely changes on international trade patterns are fully discussed. The paper concludes with the suggestion that, while the structure and dynamics of the Japanese economy and its foreign trade will continue to be different from those of the other industrial countries, the difference is likely to narrow down—and the role of Japan as a low labour-cost supplier of finished manufactures will be gradually taken over by other countries.

Japan's Market and Foreign Business, edited by Robert J. Ballon. (316 pages. Sophia University, 7 Kioi-cho, Chiyoda-ku, Tokyo 102. Yen 1,800). Some of the most useful books for the Western business man doing business with Japan have been published by the Sophia University and edited by Robert Ballon, who is Professor of Business Administration and Labor Relations. Previous titles have included *Doing Business in Japan* (1967), *Joint Ventures in Japan* (1967) and *The Japanese Employee* (1969). The first two titles were published jointly with an American publishing firm, Charles E. Tuttle Co., and are distributed in Britain by Prentice-Hall International Inc., price £2.75 and £2.50 respectively. Each of these books originated in discussions in the international management development seminars sponsored by the Socio-Economic Institute of Sophia University. *Japan's Market and Foreign Business* has had similar origins. It comprises fifteen chapters, each by an expert in his field, organised in four sections. Part 1, Setting up in Japan, has three chapters, including one on organising for marketing. Part 2, Image in Japan, has chapters on the image concept and marketing, and on the corporate image. The Japanese consumer is examined in Part 3, and in Part 4, Marketing in Japan, the topics examined include anti-monopoly regulation of marketing, distribution patterns, and a case study of the marketing activities of Fuji Xerox. The contributors write with first-hand knowledge of the Japanese people and country, and it is difficult to open the book without immediately alighting upon examples of the sort of background knowledge without which the Western businessman is at a great disadvantage. Three random examples will illustrate this—page 51, the connotations of the traditional Japanese word for market; page 188, why door-to-door selling is often regarded as fraudulent; page 267, what Japanese TV commercials are like. This is a book which any British businessman hoping to market a product in Japan should read.

Cost-benefit analysis was defined by A. R. Prest and R. Turvey in their survey of the subject and its literature which was published in the *Economic Journal* for December 1965 as 'a practical way of assessing the desirability of projects, where it is important to take a long view . . . and a wide view . . ., i.e. it implies the enumeration and evaluation of all the relevant costs and benefits'. Their survey covered 90 publications, and since 1965 the literature has grown apace, as the technique has been applied in a variety of cases. Apart from a short introductory account by G. H. Peters, *Cost-benefit Analysis and Public Expenditure* (2nd edition. Institute of Economic Affairs, 1968. *Eaton Paper* 8) and a Civil Service Department publication, *Current Issues in Cost-benefit Analysis,* by H. G. Walsh and A. Williams (HMSO, 1969. *CAS. Occasional Paper* 11) this literature has hitherto lacked a general introductory text wholly devoted to the subject. The gap has now been filled by **Cost-benefit Analysis: an Informal Introduction,** by E. J. Mishan (373 pages. Allen & Unwin. Cased edition £4.50. ISBN 0 04 338043 3. Paperback edition £2.75 ISBN 0 04 338044 1). Its aim is to provide a non-mathematical exposition of the economic concepts necessary in this design of cost-benefit analysis, and to explain those concepts by the use of examples rather than by abstract theorizing. Dr. Mishan is well known as a writer on welfare economics, and in the final part of this book he argues the case for treating cost-benefit analysis as an application of welfare economics. However, the main text presents a non-controversial view of the subject, and includes parts dealing with concepts of benefits and costs, external effects, investment criteria and uncertainty. The first section consists of six simplified examples of the application of cost-benefit analysis. Each part is followed by a list of references and a bibliography. A symposium on cost-benefit analysis was held in The Hague in July 1969 under the aegis of the NATO Scientific Affairs Committee. The proceedings have now been published as **Cost-benefit analysis,** edited by M. G. Kendall (329 pages. English Universities Press. £5.00 ISBN 0340 12461 X). The volume contains the text of 20 papers, of which four are in French. Most of them describe particular applications of cost-benefit analysis, but the opening paper by R. Turvey comments on the development of the technique and provides in some respects a sequel to the *Economic Journal* survey mentioned above. Amongst the other papers which may be of interest to readers of *Trade and Industry* are those by R. L. R. Nicholson on the application of cost-benefit analysis to R & D investment decisions and by Professor J. B. Heath on cost-benefit analysis and airport location.

INFORMATION ON 'T & I' MATERIAL

Readers seeking detailed information on material published in *Trade and Industry* —such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London SW1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry,* last published on May 26.

INDIA

MEDICINE & SURGERY

monthly, 1 pg. 250 Rs.
½ pg. 125 Rs.

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
£1.50 plus Post 15p.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

British Rail | Scottish Region

EDINBURGH SEAFIELD ROAD

Industrial sites totalling 14 acres to let on long lease

Further particulars from:

British Rail Property Board
58 Port Dundas Rd.,
Glasgow C.4

Government surplus sales

MINISTRY OF DEFENCE

September 1-2, 1971 Miscellaneous Stores

Location: TA and VR Centre, Meadowforth Road, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-544 2447)

Miscellaneous aircraft equipment and spares; charging sets; generating sets; industrial tractors; machine tools including, portable electric and pneumatic drills; hand tools; 5 cwt. to 2-ton geared chain blocks; saddles and harnessing; bulkhead and wall clocks; stop watches; binoculars; compasses; cameras and photographic equipment; MT spares; tyres; miscellaneous dry batteries; furniture including beds, tables, chairs, desks, etc.; textiles, carpets; blankets; rags; kitbags, etc.; large quantities of ex CD clothing including blue webbing anklets, blouses and trousers, gabardine raincoats, greatcoats, berets and combination overalls; khaki BD; denims; shirts; boots and shoes.

September 7, 1971 Miscellaneous Stores

Location: Regional Depot, Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks.

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH, Yorks. (Tel. 0532 20898)

Diesel and electric fork lift trucks; lathes; radial and pillar drills; cylinder bench and post tool grinders; guillotine and shearing machines; engraving machine; planing and thicknessing machines; sawing machines; welding equipment; test rig; Coles crane parts; spraying machines; pressure washers; trailer fire pump; charging sets; pneumatic tools; fire fighting equipment; cable; tyres; electrical, signal and wireless equipment; vehicle spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; aluminium ladders and steps; ironmongery; plastic sheets 160 ft. × 90 ft.; electric fires and irons; watches; compasses, etc.; tents; canvas; carpets; curtains; kitbags; camp equipment; blankets; sheets; blue and khaki overcoats; battledress; raincoats; rubber knee boots; chairs; tables; wardrobes; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

September 14, 1971 Plant and Equipment, Clothing and Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL. (Tel. 08692 2073)

Ferguson agriculture tractors; Barford and Muirhall dumpers; road rollers; concrete breakers; concrete mixers; air pump compressors; loading shovels; auto truck; centrifugal pumps; 5 gallon drums; vehicle spares; a few machine tools; very large quantities of clothing including denim overall trousers and blouses; vests; shorts; women's denim overalls; green bush jackets; khaki battledress; items of miscellaneous furniture and other general stores.

September 22-23, 1971 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs.

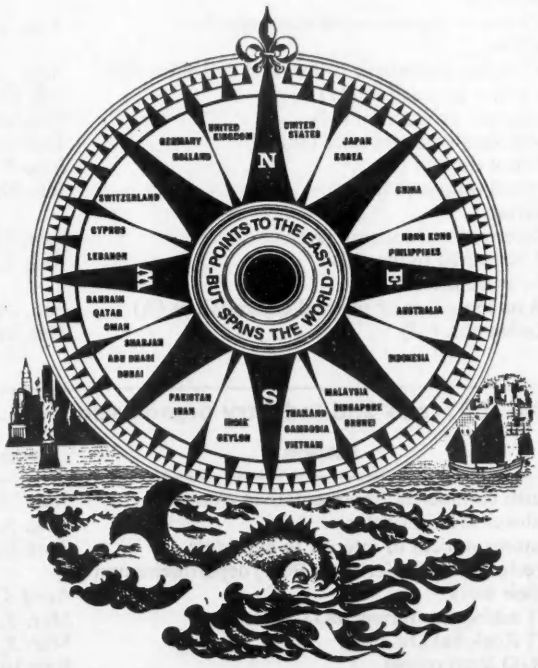
Auctioneers: Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton upon Trent, Staffs. (Tel. 0283 64657)

Large quantity of surplus clothing; textiles; furniture; wooden boxes of various sizes including aero engine cases; bogie trucks; warehouse trucks; ball and roller bearings; mine detectors; machine tools including, capstan and centre lathes; engraving machines; welding units; topping, buffing, polishing, marker machines; bench fly press; grinding machines, etc.; large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior and up to date of sale, price 5p (postal order only).

Sale by Tender: Machine Tools

Rigid type VS6, six-spindle, three-dimensional vertical copy Miller: year of manufacture, 1954. Located at Larne, N. Ireland. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), Sales (S) 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. September 14, 1971.



Why do exporters use

The Chartered Bank

Because it is there.

There. Right on the spot in more than 30 major trading areas of the world. In Europe and America, in the Mediterranean and, of course, the East, where it has been established for over a century and now has more branches than any other British banking group. Whatever your needs—advice on selling or investment abroad, market intelligence or just information on local economic conditions—you can hardly do better than contact the Trade Promotion Department of The Chartered Bank.

THE CHARTERED BANK

Head Office: 38 Bishopsgate, London, E.C.2. Telephone: 01-588 3688
Manchester Office: 58 Spring Gardens, Manchester, M60 2AJ. Telephone: 061-834 7244/6
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool L2 3QQ. Telephone: 051-236 2262

A member of Standard and Chartered Banking Group Limited

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	July 22, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6-M)	Mar. 24, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	June 23, 1971
UK balance of payments (Q)	June 16, 1971
Bankruptcy orders (Q)	May 5, 1971
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	July 15, 1971
Catering trades turnover (M)	This week
Chemicals industry (Q)	May 26, 1971
Companies:	
Acquisitions and mergers (Q)	May 19, 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	Aug. 12, 1971
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	Oct. 14, 1970
Credit:	
Instalment credit business (M)	Aug. 12, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	June 9, 1971
Electronics capital equipment deliveries, research and development (Q)	June 23, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	July 22, 1971
Film industry:	
British Film Fund Agency returns (M)	Aug. 12, 1971
Cinema admissions and takings (M)	Aug. 5, 1971
Overseas payment and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	This week
Food:	
Consumption levels (6-M)	July 15, 1971
Household consumption (Q)	July 15, 1971
Footwear industry production, orders and deliveries (M)	Aug. 5, 1971
Foreign trade:	
EFTA trade (Q)	June 16, 1971
Industrial countries trade and production (Q)	Aug. 5, 1971
World exports of manufacturers (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	Aug. 12, 1971
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	Aug. 5, 1971
Gold and convertible currency reserves (M)	Aug. 12, 1971
Hairdressing trades turnover (M)	July 15, 1971
Hire purchase business (M)	Aug. 12, 1971
Industrial building (Q)	July 29, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	This week
Industrial production:	
N. Ireland index (M)	July 29, 1971
Wales index (Q)	June 30, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	June 16, 1971
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	July 15, 1971
Machine tools deliveries and orders (Q)	June 30, 1971
Man-made fibres:	
Analysis of production (Q)	Aug. 12, 1971
Deliveries (Q)	Aug. 12, 1971
Production (M)	Aug. 12, 1971
Volume of production (M)	Aug. 12, 1971
Motor industry:	
Car and commercial vehicle production (M)	Aug. 5, 1971
Motor trades turnover (M)	This week
Office development permits (Q)	June 2, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 19, 1970
Retail prices index (M)	July 29, 1970
Retail trades:	
Index nos. (M)	Aug. 12, 1971
N. Ireland index (M)	This week
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	This week
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	July 15, 1971
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Clothing and textile orders and deliveries (M)	Aug. 12, 1971
Cotton production (M)	July 29, 1971
Hosiery production (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	June 23, 1971
Wool output (M)	July 29, 1971
Tourism:	
International tourism (A)	Sept. 23, 1970
UK tourist traffic (M)	Aug. 12, 1971
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	This week

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representatives overseas	June 30, 1971
Business Monitor titles	Aug. 5, 1971
Customs notices of interest to exporters	June 30, 1971
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Mar. 3, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	June 16, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	July 22, 1971
Release dates of economic statistics	July 22, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
~ nil or less than half the final digit shown
p provisional
r revised
• five week period
Ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,758	20,087	20,087	11,372	4,907	1,070	994	944	1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	112	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	112	103.6	140	130	144	145	142	157	23	75	41
1969	118	122.9	143	143	113	103.0	136	140	148	130	131	357	232	26	27
1970	120	124.1	156	155	116	104.2	139	152	157	117	136	344	214	42	51
1969 1st qtr	115	122.0	140	138	111	102.3	134	128	138	134	136	96	105	6	5
2nd qtr	118	123.1	142	142	113	103.7	135	141	147	130	129	84	43	2	1
3rd qtr	119	123.2	144	144	113	103.2	138	146	155	130	130	51	—	8	8
4th qtr	120	123.3	147	147	114	102.9	138	146	153	126	131	126	84	10	13
1970 1st qtr	117	123.8	149	148	114	103.3	133	144	144	112	133	–31	32	–5	–41
2nd qtr	120	123.5	155	153	116	104.2	142	153	163	118	137	106	55	11	21
3rd qtr	120	124.3	159	158	117	104.6	139	154	156	119	133	117	40	6	12
4th qtr	122	124.6	163	161	118	104.7	122	157	167	119	139	152	87	31	60
1971 1st qtr	116	124.4	164	161	116	101.9	137	145	145	114	148	43	67	—	–75
1970 Nov		123.4				103.3									
Dec		125.0				104.9									
1971 Jan		126.8				102.7									
Feb		123.8				99.7									
Mar		122.7				103.0									
Apr		126.5				104.7									
May		126.4				104.9									
Jun p		127.0				103.4									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	Series in
£m in base year							Series in thousands			4,362	4,282	£ million
1965	119	112.1	*4.8*	106.8	104.6	157.9	308	265	24,784	116	112	–77
1966	115	116.5	*3.9*	110.2	107.3	168.5	323	255	24,835	120	121	55
1967	106	119.4	*2.5*	108.4	108.2	175.3	512	174	24,476	130	120	–297
1968	106	125.0	*4.7*	120.5	112.4	187.3	541	188	24,331	159	146	–306
1969	117	131.8	*5.4*	125.0	115.9	197.4	535	200	24,304	165	165	437
1970	125	140.2	*6.4*	128.5	124.6	217.7	574	186	24,135	181	184	621
1969 2nd qtr	113	131.8	*5.4*	124.2	115.1	195.6	519	202	24,332	165	163	99
3rd qtr	115	132.0	*5.0*	126.1	116.5	197.8	547	200	24,285	165	171	166
4th qtr	117	133.7	*5.1*	127.3	118.0	201.6	544	199	24,249	169	172	162
1970 1st qtr	118	136.2	*5.0*	130.1	120.6	209.0	561	192	24,275	171	180	218
2nd qtr	122	139.5	*5.8*	129.2	123.6	214.0	563	187	24,138	183	183	147
3rd qtr	123	141.1	*6.9*	126.9	125.7	219.5	592	185	24,072	178	175	77
4th qtr	125	144.0	*7.7*	127.8	128.4	228.3	581	177	24,054	190	199	179
1971 1st qtr	121 p	147.9	*8.6*	131.2	131.7	237.5	631	146		189	186	77
2nd qtr		153.2	*9.8*	137.2 p	134.8 p	242.2 p	725	131		200 p	211 p	
1970 Dec	125	145.0	*7.9*	128.5	129.1	233.3	589	171		186	204	
1971 Jan	122 p	147.0	*8.5*	129.8	130.8	237.1	613	157		174	175	
Feb	119 p	147.8	*8.5*	130.6	131.7	237.4	623	147		187	172	
Mar	121 p	149.0	*8.8*	133.2	132.6	238.1	656	134		207	211	
Apr	117 p	152.2	*9.4*	137.2	134.0	239.2	704	129		201 p	209 p	
May	115 p	153.2	*9.8*	137.3	135.0	242.5	731	130		195 p	206 p	
Jun		154.3	*10.3*	137.4 p	135.7 p	244.8 p	740	133		203 p	218 p	
Jul.				137.7 p	136.0 p		788 p	122 p		198 p	214 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments adjustments and allowances for factors affecting recording

United Kingdom trade in July

Summary

General Assessment There was a surplus on visible trade in July of £43 million† seasonally adjusted, slightly greater than the surplus of £40 million in June. Both figures reflect the recent strong rise in exports and a flatness in imports. In the first seven months of this year visible trade has shown a surplus averaging £8 million a month, seasonally adjusted. This compares with a position close to balance in 1970 as a whole. During 1971 the monthly figures have been distorted by the postal and Ford strikes but it is clear that the visible balance has improved markedly in recent months. As net earnings from invisibles are estimated to have been at a rate close to £50 million a month, the current account has continued in substantial surplus.

Exports The value of exports in July was £762 million†

† All figures in this article for exports (except recorded figures in Table 4 and area and commodity analyses in Tables 5 and 6) and, in consequence, for the visible balance include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. (See Note 1(e)).

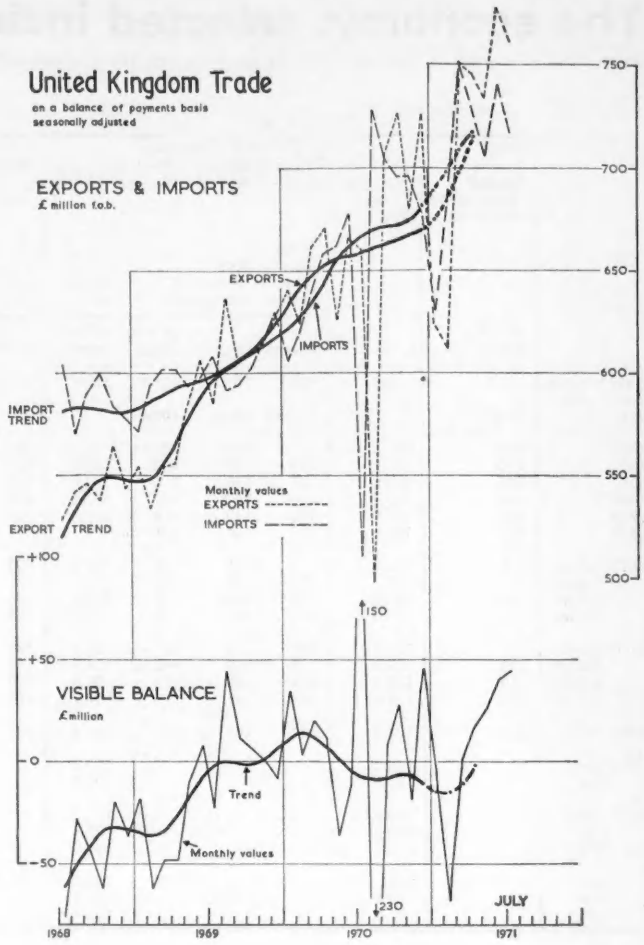


TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values¶ — £ million per month

		Exports f.o.b.††	Imports f.o.b.‡‡	Visible balance
1969		588	600	− 12
1970		657	657	+ 0
1969	1st quarter	547	590	− 42
	2nd quarter	582	598	− 16
	3rd quarter	610	598	+12
	4th quarter	615	615	− 0
1970	1st quarter	642	623	+19
	2nd quarter	654	666	− 12
	3rd quarter	623	647	− 24
	4th quarter	709	691	+18
1971	1st quarter	663	687	− 24
	2nd quarter p	753 r	726	+28 r
	February	613	680	− 67
	March	752	752	− 0
	April p	746	730	+16
	May p	733	707	+26
	June p	779 r	739	+40 r
	July p	762	719	+43
	Feb.-April p	703	721	− 17
	May-July p	758	722	+36

¶ Components and totals are rounded independently.
†† Includes balance of payments adjustments and allowance for factors affecting recording (see Table 2).
‡‡ Includes payments for US military aircraft and other balance of payments adjustments (see Table 3).
p Provisional estimates.
r Revised estimates.

TABLE 1A. Three-monthly averages ||

		Exports f.o.b.††	Imports f.o.b.‡‡	Visible balance
1970	August	608	639	− 31
	September	623	647	− 24
	October	644	709	− 65
	November	704	698	+ 5
	December	709	691	+18
1971	January	677	669	− 7
	February	655	664	− 9
	March	663	687	− 24
	April	703	721	− 17
	May	744	730	+14
	June	753	726	+28
	July	758	722	+36

|| Average of month shown and two preceding months (see Note (1d)).

TABLE 2. EXPORTS.

Seasonally adjusted values¶ — £ million per month

		Overseas trade statistics basis (f.o.b.) §§	Coverage adjustments	Net allowance for factors affecting recording†	Balance of payments basis (f.o.b.)
1969		612	− 27	+ 4	588
1970		672	− 28	+13	657
1969	1st quarter	562	− 26	+12	547
	2nd quarter	600	− 30	+12	582
	3rd quarter	640	− 24	− 6	610
	4th quarter	645	− 27	− 3	615
1970	1st quarter	655	− 26	+13	642
	2nd quarter	669	− 29	+13	654
	3rd quarter	638	− 27	+13	623
	4th quarter	726	− 31	+15	709
1971	1st quarter	678	− 29	+14	663
	2nd quarter p	766 r	− 28	+15	753 r
	February	626	− 26	+13	613
	March	769	− 32	+15	752
	April p	761	− 30	+15	746
	May p	746	− 27	+15	733
	June p	790 r	− 27	+16	779 r
	July p	774	− 27	+15	762
	Feb.-April p	718	− 29	+14	703
	May-July p	770	− 27	+15	758

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
† See Note 1 (e).
p Provisional estimates.
r Revised estimates.

on a balance of payments basis, seasonally adjusted. In the first seven months of this year, exports averaged £716 million a month, 7 per cent higher than the average level in the second half of 1970; about half the increase reflects a rise in the volume of exports. Despite the wide fluctuations in the monthly figures during this year, it is clear that there has been a marked rise in the underlying trend in both the value and volume of exports in recent months.

Imports In July the import figure fell back slightly from its June level to £719 million, seasonally adjusted on a balance of payments basis. So far this year, imports have averaged £708 million a month, 6 per cent higher than the average of £669 million a month in the second half of last year. Most of this increase has been in the volume of imports.

Exports

General Comment The value of exports in July, at £762 million seasonally adjusted on a balance of payments basis, continued at a high level and, despite the distortions in the monthly figures, it is clear that the underlying trend in both the value and volume of

(*continued on next page*)

TABLE 3. IMPORTS

Seasonally adjusted values¶ — £ million per month

			Adjustments to balance of payments basis				
		Overseas trade statistics basis §§ (c.i.f.)	US military aircraft: Arrivals	US military aircraft: Payments	Freight insurance and other valuation adjustments	Coverage adjustments	Balance of payments basis (f.o.b.)
1969		693	−16	+ 5	−68	−14	600
1970		754	− 2	+ 1	−78	−19	657
1969	1st quarter	674	−17	+11	−68	−10	590
	2nd quarter	699	−22	+ 5	−68	−16	598
	3rd quarter	695	−16	+ 1	−68	−14	598
	4th quarter	703	− 8	+ 3	−68	−15	615
1970	1st quarter	716	− 2	+ 0	−72	−19	623
	2nd quarter	762	− 3	+ 0	−77	−16	666
	3rd quarter	741	− 1	+ 2	−79	−16	647
	4th quarter	799	− 2	+ 1	−84	−23	691
1971	1st quarter	794	− 1	+ 2	−87	−20	687
	2nd quarter p	821 r	− 1	—	−88	− 7 r	726
	February	783	− 1	—	−84	−19	680
	March	847	− 2	+ 5	−89	− 9	752
	April p	831	− 1	—	−86	−14	730
	May p	797	− 1	—	−86	− 3	707
	June p	835	− 1	—	−91	− 4 r	739
	July p	810	− 0	—	−82	− 9	719
	Feb.-April p	821	− 1	+ 2	−87	−15	721
	May-July p	814	− 1	—	−86	− 5	722

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
p Provisional estimates.
r Revised estimates.

TABLE 4. RECORDED VALUES
Overseas trade statistics basis

£ million per month

		Exports f.o.b.‡	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft, etc.
1969	1st quarter	555.5	687.2	670.9
	2nd quarter	618.8	706.0	684.1
	3rd quarter	611.3	676.7	661.2
	4th quarter	660.8	701.7	694.1
1970	1st quarter	649.5	715.4	713.5
	2nd quarter	688.0	785.0	781.8
	3rd quarter	608.5	719.3	718.8
	4th quarter	741.6	797.4	795.3
1971	1st quarter	673.4	811.3	809.9
	2nd quarter	794.9	829.3	828.4
	May	793.9	781.3	780.6
	June	796.3	878.3	877.5
	July p	802.1	823.1	822.6

‡ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

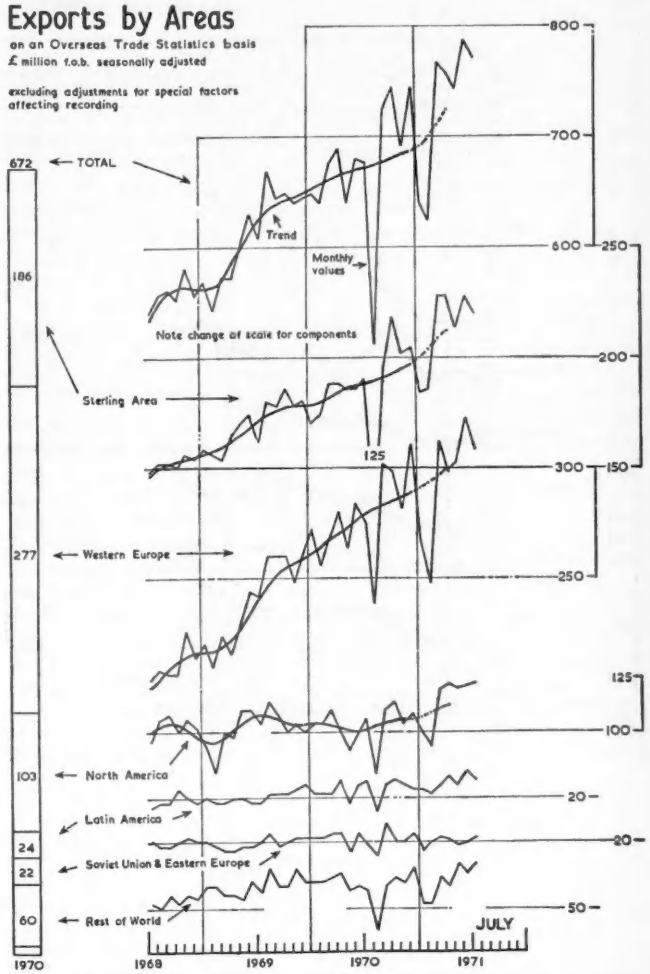


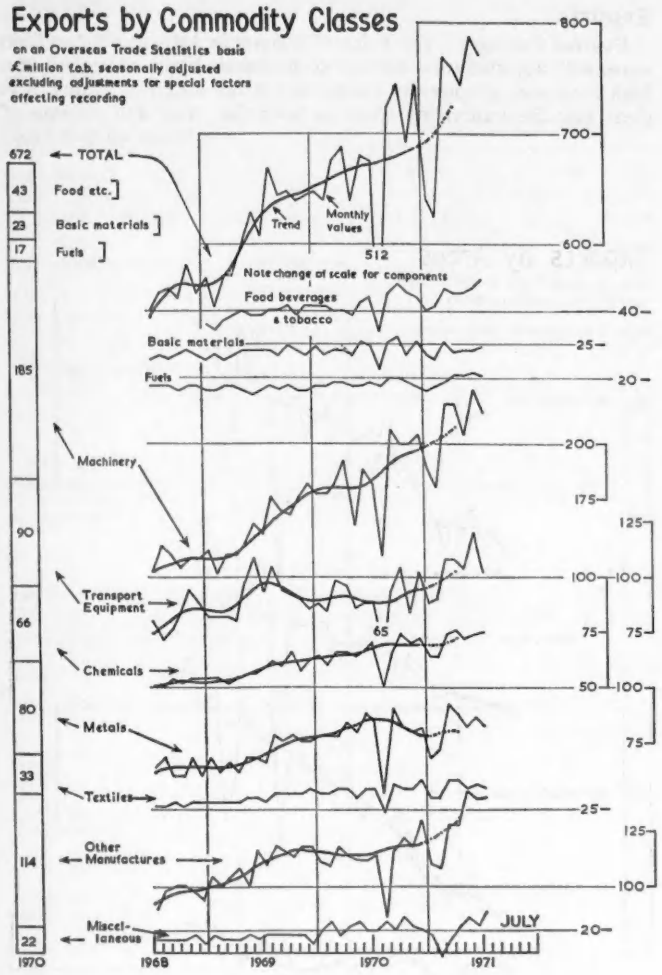
TABLE 5. EXPORTS: AREAS§
Overseas trade statistics basis§

Seasonally adjusted values — £ million f.o.b. per month

			Sterling Area	Western Europe: Total	Western Europe: EEC	Western Europe: EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1970		672	186	277	147	107	103	24	22	60
	3rd quarter	638	171	272	146	103	100	22	20	53
	4th quarter	726	208	296	156	115	108	26	22	65
1971	1st quarter	678	199	276	145	108	105	23	20	56
	2nd quarter	766	224	307	163	117	122	30	20	66
	May	746	214	301	165	111	121	27	19	70
	June	790	228	322	169	121	122	31	20	66
	July p	774	221	308	169	111	122	28	22	69
	Feb.-April	719	214	286	150	115	112	26	21	59
	May-July p	770	221	310	168	114	122	29	21	69

§ See Note 1(b). No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

UNITED KINGDOM TRADE IN JULY
continued



exports has risen strongly in recent months. Although higher prices continued to contribute to the rise in the value of exports, about half the increase of 7 per cent between the average levels in the first seven months of this year and the second half of last year reflects a rise in the volume of exports.

Market Pattern§ The value of exports to Western Europe (about 40 per cent of the total) was on average in the first seven months of this year over 3 per cent higher than the average for the second half of last year. Deliveries to the sterling area (about 30 per cent of the total) showed a strong increase of 12 per cent between the same two periods. Deliveries to North America (about 15 per cent of the total) have been at a high level in recent months; the average for the first seven months of this year was 10 per cent higher than the average in the second half of 1970.

Commodity Pattern§ Deliveries of machinery exports were on average in the first seven months of this year 9 per cent higher than in the second half of last year. Exports of road motor vehicles increased by 13 per cent between the same two periods, while deliveries of other transport equipment (mainly ships and aircraft) increased substantially. Exports of most other manufactured goods and of beverages and tobacco also showed marked increases over the same period.

Imports

General Comment Imports in July at £719 million seasonally adjusted on a balance of payments basis were at about the level of the last few months. Over the first seven months of this year, imports have averaged £708 million a month, 6 per cent higher than the average level in the second half of last year. Monthly figures of imports in 1971 have been less distorted by the strikes than the export figures and some comparisons within the seven months can be made. The average monthly import figure of £722 million in May-June was 3 per cent higher than the average for January-April. However, in the earlier period, imports were inflated by the arrival in March of three Boeing 747s and abnormally high fuel imports.

In the early months of this year, the increase in the value of imports compared with the second half of 1970 was due largely to increased volume; in recent months rising import prices have contributed the major part of the increase in the value of imports.

Commodity Pattern§ Comparing the average for the last three months with that for the four months January-April, monthly imports of food, beverages and tobacco were 2 per cent higher and imports of fuels 7 per cent higher; arrivals of finished manufactures were 1 per cent lower and imports of industrial materials were little changed. Within this latter group, arrivals of basic materials were

§ See Note 1(b).

TABLE 6. EXPORTS: COMMODITY CLASSES§ Overseas trade statistics basis

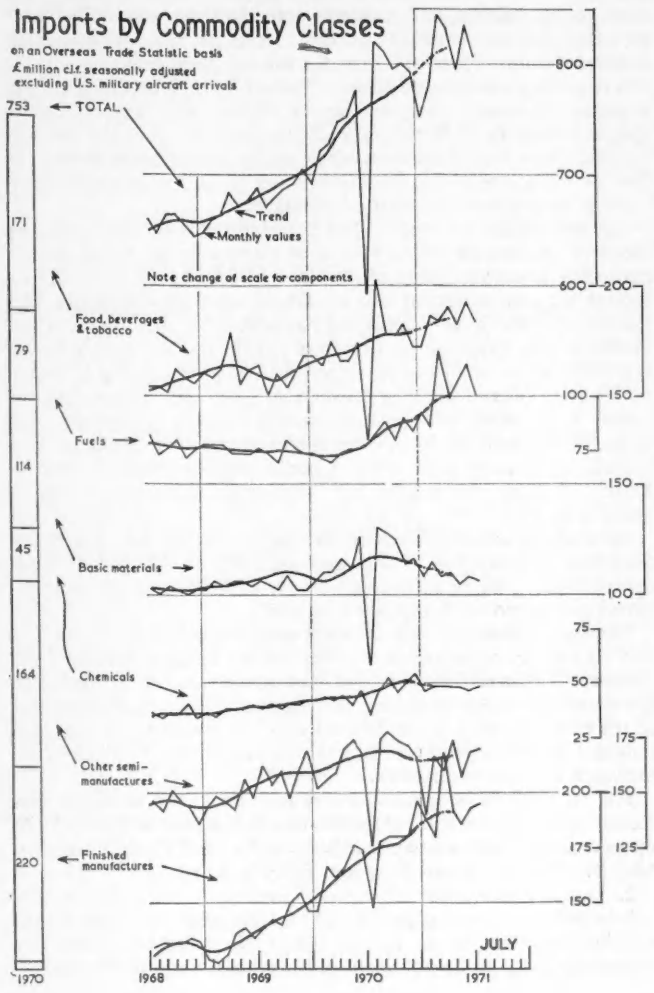
Seasonally adjusted values — £ million f.o.b. per month

						Manufactures									
							Machinery and transport equipment								
		Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equip-ment	Chemicals	Metals and miscellaneous metal manu-factures	Textiles	Other manu-factures	Miscel-laneous
1970		672	43	23	17	567	275	185	70	20	66	80	33	114	22
	3rd quarter	638	41	21	18	536	262	179	65	17	62	76	31	105	21
	4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23
1971	1st quarter	678	44	21	16	584	290	195	75	21	67	78	32	115	15
	2nd quarter	766	49	22	21	652	323	215	85	25	74	85	36	137	24
	May	746	48	22	21	631	305	204	83	21	71	82	34	144	26
	June	790	50	21	22	677	343	223	92	27	74	86	37	139	22
	July p	774	55	24	21	646	317	214	80	23	75	81	34	141	27
	Feb.-April	719	47	22	18	617	306	205	79	23	71	84	35	120	16
	May-July p	770	51	23	21	652	322	214	85	24	73	83	35	141	25

§ See Note 1 (b). No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

down by 4 per cent but imports of semi-manufactures were 2 per cent greater.

Sources of Imports§ For the three major sources of our imports, a comparison of the last three months with January-April shows imports from the sterling area to have been, on average, 8 per cent higher; those from Western Europe 1 per cent higher and those from North America 11 per cent lower. For our other sources of imports, those from Eastern Europe were lower in the later period, but arrivals from Latin America and the 'Rest of the World' were higher.



Notes

1(a) **Trade Figures on a Balance of Payments Basis** The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade Statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small). All these adjustments are described in greater detail in the annual "Pink Book", *United Kingdom Balance of Payments 1970* (Table 8 and pp. 68 - 71) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) **Visible Balance** The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the

(continued on next page)

TABLE 7. IMPORTS: COMMODITY CLASSES§ Overseas trade statistics basis

Seasonally adjusted values

£ million c.i.f. per month

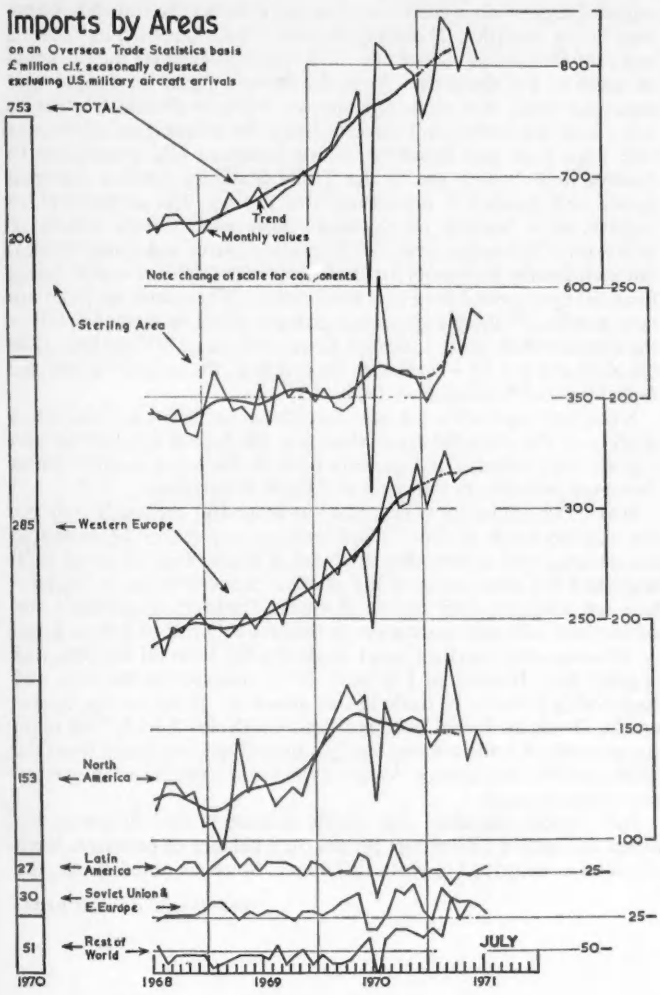
						Industrial materials				Finished manufactures		
		Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	Miscellaneous
1970		754	752	171	79	323	114	45	164	173	171	9
	3rd quarter	741	740	170	83	312	108	45	159	169	169	8
	4th quarter	799	797	177	85	340	119	50	171	186	185	10
1971	1st quarter	794	792	181	100	312	110	48	154	197	195	7
	2nd quarter	821	820	188	106	319	107	47	165	191	190	11
	May	797	796	183	107	310	104	48	157	187	187	12
	June	835	834	193	114	323	108	45	169	194	193	10
	July p	810	809	184	100	323	105	48	170	195	195	9
	Feb.-April	821	819	187	102	326	111	48	166	198	196	9
	May-July p	814	813	186	107	318	106	47	165	192	191	10

p Provisional estimates.
§ See Note 1(b).

UNITED KINGDOM TRADE IN JULY
continued

import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.



1(d) **Trends** Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) **Recording of Exports** The Secretary of State for Trade and Industry announced in the House of Commons on November 16 that some under-recording of exports had re-emerged in 1970. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. In reply to a Parliamentary Question on February 1, 1971 the Secretary of State said: 'There is no evidence to suggest that under-recording in recent months has differed from the estimate of 2 per cent indicated by the checks so far made of export documents received against ship and aircraft manifests: results of these checks are now available covering months up to September 1970.' Checks covering October 1970 to March 1971 do not suggest any change in the level of under-recording.

New arrangements to ensure the full recording of exports are described on page 344 of this issue of *Trade and Industry*. These arrangements will be introduced on October 25; meanwhile comprehensive manifest checks will continue.

The figures in this article for total exports (except in Tables 4, 5 and 6) and in consequence, for the visible balance include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics will not be adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see page 1392 of the *Board of Trade Journal* for May 20, 1970, on United Kingdom Trade in April.

2. Detailed particulars of United Kingdom imports and exports will be published on August 26† and further analysis of the figures will be found in Tables 124 to 143 in the Monthly Digest for September‡, due to be published in the second week of October.

† Overseas Trade Statistics of the United Kingdom, July 1971, published by HMSO, price £1.85 (Annual Subscription £25.05).
‡ Monthly Digest of Statistics, published by HMSO, price 60p (Annual subscription £7.75).

TABLE 8. IMPORTS: AREAS: Overseas trade statistics basis§

Seasonally adjusted values — £ million c.i.f. per month

		Total	Total excluding US military aircraft, etc.	Sterling area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of world
						Total	Excluding US military aircraft etc.			
1970		754	752	205	285	155	153	27	30	51
	3rd quarter	741	740	208	285	143	143	26	28	51
	4th quarter	799	797	211	307	156	154	26	35	58
1971	1st quarter	794	792	206	314	159	158	24	31	63
	2nd quarter	821	820	232	315	149	148	25	29	69
	May	797	796	219	316	136	136	24	32	72
	June	835	834	240	318	150	149	27	29	70
	July p	810	809	236	318	141	141	28	26	66
	Feb.-April	821	819	219	317	166	164	24	35	64
	May-July p	814	813	232	317	142	142	26	29	69

p Provisional estimates.
§ See Note 1(b).

Monthly report on the economic situation

The following report on the economic situation, prepared by HM Treasury, will be published in 'Economic Trends' for August at the end of the month. Note: unless otherwise stated this report is based on seasonally adjusted data.

Economic prospects

FOLLOWING the announcement on July 19 of further measures to stimulate demand, the growth of domestic output between the first halves of 1971 and 1972 is now expected to be 4-4½ per cent. The Budget tax measures took effect in July; and the cut in purchase tax rates and the removal of HP restrictions together with the effects of price restraint should lead to a faster rate of growth of consumers' expenditure than was foreseen at the time of the Budget, though from a lower level. Among the other components of demand, fixed investment should benefit both from increased expenditure on public works and from the higher growth of output coupled with the temporary increase in first year allowances on capital expenditure, and the extension of free depreciation to expenditure on non-industrial immobile plant and machinery in the development areas. An increase in the volume of exports of goods and services is also expected. Since the forecast rate of growth of output between the first halves of 1971 and 1972 is greater than the rate of increase of productive potential, unemployment should stop rising before long and then start to fall.

The initiative of the CBI, together with the cuts in purchase tax, should create a more favourable climate for prices and wages. The CBI proposal involves voluntary undertakings by member firms not to raise prices or, if increases are unavoidable, to do so within a limit of 5 per cent per annum; the nationalised industries have agreed to match the performance of the private sector members of the CBI. In addition, it is estimated that the direct effect on retail prices of the cut in purchase tax will amount to a fall of about ¾ per cent.

Aggregate demand and activity

The information so far available on the development of the economy in the first half of 1971 confirms that the fall in gross domestic product between the second half of 1970 and the first half of 1971 was larger than the ½ per cent envisaged at the time of the Budget. Although there was a recovery in the underlying level of output in the second quarter, gross domestic product in the first half of the year is now thought to have been around 1½ per cent lower than the level in the second half of 1970.

Industrial production, which was depressed by strikes in the first quarter, is estimated to have risen by about 1¾ per cent in the second quarter. On the expenditure side, consumer spending is provisionally estimated to have risen by nearly 2 per cent between the first and second quarters, but part of this increase is attributable to recovery from the effects of the Ford and postal strikes. The preliminary estimate of the volume of exports of goods and services shows a substantial increase between the first and second quarters, but again special factors partly account for size of the increase; imports of goods and services rose by over 1 per cent. Preliminary indications suggest that investment in stocks continued to be low or negative in the second quarter.

Consumers' expenditure

The first preliminary estimate of consumers' expenditure in the second quarter suggests that much of the fall in the first quarter was made up; it now appears that expenditure in the first half year as a whole was about ½ per cent less than in the second half of last year. In the second quarter expenditure increased on tobacco, clothing and motor vehicles, all of which had been low in the first quarter. The volume of retail sales recovered in the second quarter by about 2½ per cent. New car registrations rose sharply by some 4½ per cent. As a result of the removal of restrictions on terms controls on hire purchase and the cut in the rates of purchase tax, sales of new cars and other consumer durables should rise appreciably in the current quarter.

Housing

In the private sector, housing completions averaged 15,300 a month in the first half of 1971, some 7 per cent higher than in the second half of 1970. This higher level of completions is largely the result of increased demand for housing which has not, as yet, been fully reflected in the number of housing starts. After rising appreciably in the second half of 1970, the number of housing starts flattened out in the first half of 1971—at 15,100 the monthly average in the first half was virtually unchanged from the average in the second half of 1970. The inflow of funds to building societies has continued to run at high levels and there was a record number of advances made in the second quarter. In the public sector, the average monthly rate of both starts and completions fell between the second half of 1970 and the first half of 1971; starts fell from 12,900 to 11,800 and completions from 14,700 to 14,200.

Visible trade

The value of exports in July was £762 million, which is well above the average of £716 million in the first seven months of the year. Imports by value totalled £719 million in July, slightly above the monthly average of £708 million so far this year. The surplus on visible trade in July, of £43 million, compares with a surplus of £40 million in June. Both figures reflect the recent strong rise in exports and a flatness in imports. In the first seven months of 1971, visible trade has shown a surplus averaging £8 million a month: this compares with a position close to balance in 1970 as a whole. During 1971, the monthly figures have been distorted by the postal and Ford strikes, but it is clear that the visible balance has improved markedly in recent months.

After remaining virtually unchanged for about a year and a half from the middle of 1969 to the end of 1970, the volume of exports rose, on a balance of payments basis, by about 3 per cent between the second half of 1970 and the first half of 1971. Part of this increase was due to a recovery in exports of ships, aircraft and precious stones. These items are subject to considerable short-term fluctuations and their fall in 1970 was an important factor in explaining the flatness of exports during that year. However, apart from this, and before allowing for the loss of exports in the first six months of the year as a result of the postal and other strikes, the volume of exports seems to have been on an upward trend in the first half of this year.

As regards imports, the volume rose, on a balance of payments basis, by about 4 per cent between the second half of 1970 and the first half of 1971, although preliminary indications point to a fall in total final expenditure over the same period. Most of this increase was, however, accounted for by higher imports of food, fuel, ships and aircraft. Food imports in the first half of 1971 seem to have been erratically high and the rise in imports of fuel was partly due to precautionary stockbuilding in advance of the agreement with oil producing countries and partly because of the decision to allow coal imports. Increased imports of ships and aircraft—which were expected from known orders—were mainly in deliveries of ships abroad and of Boeing 747s.

Among the other categories of imports—which are usually more responsive to the level of demand—the volume of imports of basic materials fell; within manufactured goods, changes in the value of imports suggest that there was a marked rise in the volume of imports of consumer goods, especially cars, but a fall in volume of imports of capital goods (other than ships and aircraft).

Industrial activity

The provisional estimates of industrial production indicate that output rose appreciably in the second quarter, but a considerable part of the rise was due to special factors. Taking the first half year as a whole, total industrial production is estimated to have been about ¾ per cent above the level in the second half of 1970; manufacturing production was virtually unchanged in the same period.

(continued on next page)

The total volume of new orders in the engineering industries, which fell sharply in the three months to February mainly because of a lower volume of home orders, improved in the three months to May, the latest period for which provisional figures are available. The improvement was confined to home orders. New export orders fell slightly. Despite the upturn, however, new orders in the first five months of 1971 were running well below the rate in 1970. The lower level of new orders may partly reflect a downward revision, late in 1970 and in the early months of the current year, of businessmen's expectations, but it is probable that the rate in the first quarter was also adversely affected by strikes. In contrast to the pattern of new orders, deliveries in both home and export markets in the first five months of 1971 were slightly higher than the level in 1970, and since deliveries were higher than new orders, orders on hand have fallen a little below the 1970 level.

The labour market

After rising more slowly in May and June, the seasonally adjusted total of wholly unemployed (excluding school-leavers) increased by 48,000 in July. In recent years, a change has taken place in the seasonal pattern of unemployment during the summer months which cannot yet be accounted for adequately in the seasonal adjustment procedure. It is believed that the change in the seasonal pattern has resulted largely from a growing tendency among students to register when seeking work for the vacation period (July to September inclusive). The corresponding increases in seasonally adjusted unemployment between June and July in 1969 and 1970 were 23,000 and 32,000 respectively.

It is difficult to quantify the reasons for the decline in the demand for labour between December and July: in that period the number of wholly unemployed (excluding school-leavers), rose by 199,000 and the number of adult vacancies fell by almost 49,000. From the preliminary information now available on output in the first half, and given that output needs to grow at an annual rate of around 3 per cent to maintain a constant level of unemployment, a considerable rise in unemployment could have been expected in the first half of 1971. But in addition to the movement of output, firms have probably responded to increasing cost pressures by reviewing labour requirements. Another aspect of the demand for labour in the first half year was the fall in the aggregate number of hours of overtime worked.

Prices and wages (not seasonally adjusted)

The index of average earnings in the 4 months to May was around 12 per cent higher than a year earlier compared with 14 per cent in the preceding four months. This deceleration is partly explained by the reduced level of overtime. But after allowing for this, it is apparent that in recent months there was a considerable reduction in wage drift, as measured by the excess of the increase of average earnings over what would be expected from centrally negotiated wage settlements. This indicates that the effect of such factors as local settlements on average earnings has not been as significant as was the case during most of 1970.

The number of manual workers affected by pay settlements becoming effective in any period, and the size of manual worker pay increases under settlement in the same period, largely determine the changes in the index of hourly wage rates. In the second quarter, the size of pay increases under settlement was lower than in the preceding quarter while the number of workers affected approximately doubled. With the effect on the index of the fall in the size of pay increases only partly offsetting the increased number of workers affected, the index (which is not seasonally adjusted) rose by around 2¼ per cent between March and June, compared with about 2 per cent between December and March. In the second quarter, the wage rate index was about 13 per cent higher than a year earlier compared with some 13¾ per cent in the first quarter.

After rising by ¾ per cent in June, the general index of retail prices was around 10⅛ per cent higher than a year earlier. Since June 1970, the food component of the index, which accounts for around one-third of the retail price index as a whole, has risen by 12 per cent. An important factor explaining the increase of the food component is higher prices of food items mainly imported for direct consumption and for food manufactured in the United Kingdom primarily from imported raw materials. In all, the higher costs of imported foods have accounted for one-third to one-half of the rise in food prices in the twelve months to June 1971.

Financial trends

Domestic short-term interest rates eased slightly during July and the rate on three-month local authority deposits fell to about 6⅛ per cent by the end of the month. Despite a continued rise in US Treasury bill rates, Euro-dollar rates were little changed during July; and the monthly rate on three-month Euro-dollar deposits was 6¾ per cent, about 1¼ per cent below the peak reached in early June.

In the gilt-edged market during the early part of July, yields fell and trading became quite active. Both the long and short tap stocks ran out during July and were replaced by new issues on broadly comparable terms. After the Chancellor's announcement of reflationary measures on July 19 yields rose a little, but during the last week of the month, yields fell in generally quiet conditions and ended slightly down on the month.

The UK's official reserves have continued to rise during recent months and at the end of July had reached £1613 million: in dollar terms ($3,870 million) the reserves are now higher than at any time since 1945.

On July 19 the Chancellor announced his intention to make an advance repayment to the IMF during August of £256 million, representing the last four instalments on the 1968 drawing. Following this payment on August 9 the UK's remaining official short and medium-term debts now total £417 million, all of it due to the IMF and all incurred in 1969-70.

Cinemas in 1970

THIS article presents the results of the annual inquiry into cinemas for 1970. The figures are based on returns by cinemas open at December 31, 1970 and therefore exclude the activities of cinemas which were open for part of the year but had closed before the end of the year. The figures derived from the annual inquiry differ slightly from the estimates of cinema attendances and takings made monthly and published in the Monthly Digest of Statistics. The monthly estimates are based on incomplete evidence, but cover some cinemas which were open in particular months but had closed before the end of the year. They tend therefore to show slightly higher figures for the year than the annual inquiry, although the percentage changes from year to year are very similar in both series (see notes 1 and 2).

Admissions to public cinemas continued to fall in 1970, and were about 10 per cent below the level in 1969. At the end of 1970 there were 1,529 cinemas open to the public in Great Britain, about 50 fewer than a year earlier. In addition there were 18 cinemas temporarily closed.

Despite the fall in the number of admissions, from 215 million in 1969 to 193 million in 1970, gross box office takings increased by about 2½ per cent, with a rise in the average payment for admission from nearly 5s. 4½d (27 new pence) in 1969 to 6s. 1½d (30½ new pence) in 1970. Payments for film hire rose only fractionally, while payments to the British Film Fund rose from £4.0 million in 1969 to £4.2 million in 1970. The total number of persons employed in public cinemas fell by about 2,000 to around 28,000 between 1969 and 1970, the fall occurring almost entirely among full-time staff.

The rapid fall in the number of large cinemas continued in 1970 (Table 2). The number of cinemas seating over 1,000 fell by over 6 per cent, from 672 in 1969 to 629 in 1970. Within this category cinemas seating over 2,000 fell by 10 per cent, from 60 to 54. In contrast, the number of cinemas seating 1,000 or less fell by only 1 per cent, from 909 to 900.

The fall in the number of large cinemas is partly due to closures, but also reflects the growing tendency to create two or more auditoria from one existing cinema. Table 3 illustrates the growth of multi-cinemas in recent years. The numbers shown are based on the situation at the end of 1969 and 1970. At the end

of 1970 there were 30 multi-cinema complexes, about double the number a year earlier. Most of these complexes were dual-cinemas. In terms of total admissions and gross box office takings, multi-cinemas still represented a relatively small proportion of the total (nearly 5 per cent and about 7 per cent respectively), although it must be remembered that some multi-cinemas were only open for part of the year. Changes since the end of 1970 (about 8 complexes covering 18 cinemas were opened between the end of 1970 and mid-June 1971) will have increased these proportions slightly. Because of their often specialised nature and their situation in large town centres, multi-cinemas tend to have an average admission price considerably higher than that of other cinemas, where the average tends to be reduced by the inclusion of children's admissions both to specialised children's programmes and to family programmes.

All regions shared in the decline in cinema admissions in 1970, though the fall was least marked in the West End of London, in the South of England and in the Midlands (Table 4). The largest falls were in the Northern and North-Western regions (about 15-16 per cent). Scotland and Wales showed slightly less than average falls in admissions. A similar pattern was reflected in the change in gross box office takings between 1969 and 1970 with the Northern and North-Western regions showing lower takings in 1970, while Yorkshire and Humberside, East Anglia, the South East (outside London), the South West and Scotland showed rises of over 5 per cent. The West End of London showed a rise in takings of about 3 per cent, despite showing the smallest proportionate fall in admissions, since its average admission price, already three-quarters above the national average, rose by rather less than the national average increase between 1969 and 1970.

Further information about cinemas derived from the Department of Trade and Industry's inquiry into the film exhibition industry are contained in the booklet, *Cinemas* published recently in the Business Monitor series (reference M2) which is available from HMSO, PO Box 569, London SE1 (price 20p, including postage).

Notes

(1) The statistics referred to in this article relate to cinemas open at the end of the year, including news cinemas. They omit the admissions and takings of cinemas closed or temporarily closed at the end of the year, which had been open during the course of the year.

(2) Monthly figures of admissions and takings, based on returns to Customs and Excise in connection with the film levy, are published regularly in Trade and Industry and in the Monthly Digest of Statistics. The provisional estimates for 1970 based on the monthly estimates (attendances of 199 million and gross takings of £60 million) incorporate figures for cinemas open for part of the year but closed at the end of the year. As they are based on incomplete evidence they are subject to revision in the light of the annual inquiry.

TABLE 1. SUMMARY FIGURES 1964/1970

	1964	1965	1966	1967	1968	1969	1970
Number of cinemas	2,057	1,971	1,847	1,736	1,631	1,581	1,529
Seating capacity, thousands	2,104	2,013	1,883	1,757	1,672	1,538	1,466
Admissions, millions(†)	342.8	326.6	288.8	264.8	237.3	214.9	193.0
Gross box office takings £ million	57.5	61.7	59.4	57.6	57.7	57.7	59.0
Payments to British Film Fund, £ million	4.2	4.6	4.5	4.5	4.2	4.0	4.2
Payments for film hire, £ million	18.3	20.9	20.1	18.5	17.9	18.3	18.4
Average price of Admission, old pence	40.3	45.3	49.4	52.2	58.3	64.4	73.4
Number of persons employed in a typical week of the year‡							
Full-time(§)	20,157	18,609	17,135	15,777	13,864	14,026	12,005
Part-time	18,864	19,137	17,631	17,018	16,510	15,971	16,084

(†) Including Sunday performances and children's matinees.
(‡) Including directors engaged in administration. Excluding persons employed in cafes, etc, maintenance staff who work at more than one cinema; working proprietors, active partners, members of their families who work in the business without receiving any fixed wage or salary.
(§) Employees normally working more than 30 hours a week.

TABLE 2. NUMBER OF CINEMAS, ADMISSIONS AND GROSS BOX OFFICE TAKINGS BY SIZE OF CINEMAS, 1968/1970

Seating capacity	Number of cinemas			Admissions (million)			Gross takings (£ million)		
	1968	1969	1970	1968	1969	1970	1968	1969	1970
Up to 500	331	334	326	18.0	18.3	17.7	4.0	4.6	5.4
501-1,000	583	575	574	58.9	55.3	54.2	13.6	14.5	16.1
1,001-1,500	417	406	385	77.0	73.2	64.8	18.8	19.8	19.8
1,501-2,000	226	206	190	58.6	50.0	42.3	14.9	13.9	13.5
Over 2,000	74	60	54	24.8	18.1	14.1	6.4	4.9	4.2
All cinemas	1,631	1,581	1,529	237.3	214.9	193.0	57.7	57.7	59.0

TABLE 3. MULTI-CINEMAS

	Twin-cinemas		Other multi-cinemas	
	1969	1970	1969	1970
Number of complexes	13	25	4	5
Number of cinemas	26	50	13	16
Seating capacity ('000)	21	36	4	7
Admissions (millions)	5.0	7.2	0.6	1.8
Gross box office takings (£ million)	2.2	3.3	0.4	0.9
Payments to British Film Fund (£ million)	0.2	0.3		0.1
Payments for film hire (£ million)	0.7	1.0	0.1	0.2
Average admission price (old pence)	105.6	110.4	170.4	124.8
Number of persons employed				
Full-time	383	581	146	140
Part-time	375	571	156	181

TABLE 4. ADMISSIONS AND TAKINGS BY REGION, 1969 AND 1970

	Numbers of cinemas		Admissions (thousands)		Takings (£ thousands)	
	1969	1970	1969	1970	1969	1970
North	96	85	12,536	10,577	2,871	2,737
Yorkshire and Humberside	116	112	14,233	13,237	3,666	3,964
East Midlands	81	78	10,120	8,853	2,561	2,558
East Anglia	55	53	5,765	5,100	1,458	1,546
South East:						
Greater London Council Area*	237	231	50,710	44,435	17,283	17,247
Outer Metropolitan Area	104	105	16,376	14,374	4,161	4,174
Remainder	138	139	17,059	15,975	4,578	4,953
South West	126	125	13,044	12,379	3,384	3,581
West Midlands	105	103	15,319	14,316	3,890	4,241
North West	155	151	24,974	21,265	6,318	6,108
Wales	148	139	10,614	9,793	2,201	2,273
Scotland	220	208	24,187	22,634	5,323	5,660
Great Britain	1,581	1,529	214,928	193,027	57,695	59,041
*Of which,						
West End of London	49	50	13,093	12,516	7,621	7,867

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from H.M.S.O., P.O. Box 569, London, S.E.1.

Civil Aviation Series

Monthly at £1 a year post free:
Airline Operations for April 1971.
Quarterly at 50p a year post free:
Domestic Passenger Traffic for Third Quarter 1970.
Quarterly at 37½p a year post free:
Air Passengers—international and cabotage for Third and Fourth Quarter 1970.

Service and Distributive Series

Monthly at £1 each a year post free:
Instalment Credit Business of Finance Houses for June 1971.
Instalment Credit Business of Retailers for June 1971.

Miscellaneous Series

Monthly at £5.25 a year post free:
Motor Vehicle Registrations for June 1971.

A complete list of titles of Business Monitors was published in *Trade and Industry* on August 5, 1971 on page 220.

New system for recording exports

THE revised customs procedures for obtaining details of goods exported, as required for statistical purposes, are described in a public notice issued on August 11 by HM Customs and Exercise (No. 275). The notice covers the following points: the law in relation to documentation of exports; a general outline of the scheme; action required by exporters or their agents; action required by container or vehicle operators and consolidators of air traffic; and action by shipping companies and airlines. The notice also deals with exports from Northern Ireland, and the supply and completion of forms.

Copies of the notice, entitled *Documentation of Exports for Statistical Purposes*, can be obtained from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE or from the office of any collector of Customs and Excise. A special short notice for foreign road hauliers is available in a number of foreign languages.

The need for improved systems of export recording

It was announced earlier this year by Mr. Michael Noble, Minister for Trade, that new arrangements to ensure the full recording of exports for government purposes were to be introduced, and that these arrangements would be based on proposals which had been put forward on behalf of the business community by the Simplification of International Trade Procedures (SITPRO) Board.

The re-emergence of the under-recording of exports, described in *Trade and Industry* of November 25, 1970 arose from the failure of some exporters and agents to deliver documents to Customs in accordance with their legal obligations. In view of the importance of obtaining an accurate measure of our exports and the contribution which they make to the current account of the balance of payments, consultations took place on methods of improving the recording. These consultations between the Government departments and the representatives of bodies concerned with exports resulted in certain proposals being put forward by the SITPRO Board. The proposals were accepted by the Government, and based on these the new arrangements are now being introduced. To introduce these, additional legal powers were included in this year's Finance Bill, which received Royal Assent on August 5.

The new arrangements

Essentially the scheme requires an exporter or his agent to obtain from Customs an identifying number which he may thereafter use on commercial documents for his exports. When the exporter uses his number he accepts the liability to deliver the required Customs entry. Without an identifying number, a consignment will have to be pre-entered, ie statistical details will have to be given to Customs before shipment. Shipping companies and airlines will not be able to load the consignment without having the identifying number or a copy of the pre-entry. Exporters using an identifying number will be allowed two weeks after the departure of a ship or aircraft to deliver the necessary Customs entry; they will be required to maintain records of export consignments satisfactory to the Customs. The arrangements will also require the production of manifests for goods exported in containers, road and rail vehicles or on consolidation by air before they can be loaded by the shipping company or airline.

The information made available to Customs under the new arrangement will enable them to check from ship or aircraft manifests that all exports have been recorded in the trade statistics and to identify readily an exporter who had not delivered the entry for any particular consignment which had been exported.

Registrations

An exporter will have to pre-enter export goods unless he (or his agent) is registered with the Customs and has been assigned a number and complies with the requirements in the Customs notice. Full information on how to obtain registration and an assigned number is given in the notice.

The new procedures will be introduced on October 25. It is important for the smooth operation of the new system and for the earliest possible improvement in the recording of export figures that those exporters or agents who intend to apply for registration should do so as soon as possible. Application will be dealt with promptly.

Effect on aligned JLCD documentation

Under these arrangements, the new Customs Form C.273 will replace Customs Form XS.29 and will be used in broadly the same way, ie, for all post-entered goods.

Form C.273—HM Customs & Excise Specification/Pre-Shipment Entry for Exports', which is reproduced in a reduced size on page 345 consists of two sheets of International A.4 size paper, an original printed on white paper and a duplicate printed on yellow paper, which are identical except for the 'Official Use' boxes.

The format of Form C.273 is compatible with the JLCD aligned series of export documents and users will wish to note that the JLCD Master Document is amended by the addition of a Customs Assigned Number—'CAN'—box in the top right-hand corner. The Form C.273 illustrated shows the exact position of this box which, on the JLCD Master Document, will be of the same proportional size and will be situated immediately above the 'Exporter's ref' box.

It will be necessary for the 'CAN' to be communicated to the shipping company where goods are not pre-entered and it will generally be found desirable to show it on the Bill of Lading and the Shipping Note or other document accompanying the goods to the docks.

A separate Form C.273 (Air), for use in place of Form XS.29 (Air), has been prepared for use in the new arrangements for exports by air. This form is not aligned to JLCD, but shippers can use Form C.273 for air consignments if they wish to do so.

Supplies of Forms C.273 and C.273 (Air) will be made available from the office of any Collector of Customs & Excise well before October 25, 1971.

Patent Office publications for industry

THE Patent Office offers industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BRS 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

ORIGINAL

C. 273

Exporter

Customs assigned number CAN	Air WB or B/L No.
Exporter's ref.	Tariff chapter number
F/Agents ref.	

FOR OFFICIAL USE	

H.M. CUSTOMS AND EXCISE

*SPECIFICATION
*PRE-SHIPMENT ENTRY FOR EXPORTS

Forwarding agent

NOT to be used for goods on which drawback is claimed or which are subject to restriction.

Ship's nationality

Country to which goods consigned

Date of clearance

Dock/Wharf/Station

FOR OFFICIAL USE				
Port code	Ship's reference number			
			Flag code	C.T.W.C. code

Ship/Aircraft etc.

Port/Airport of loading

Port/Airport of discharge

Marks and numbers	Number and kind of packages; description of goods	Tariff/Trade code number	Quantity	Net Weight (insert unit of weight)	Value (f.o.b.) £

NOTES

1. Instructions on the completion of this form will be found in the Customs and Excise Tariff and on its use in Notice No. 275.
2. **WARNING** Any person who makes or signs or causes to be made or signed any declaration relating to the Customs and Excise which is untrue in any material particular is liable to heavy penalties and/or imprisonment.

FOR OFFICIAL USE

Code number	Value (£)	Quantity 1	Quantity 2	

DECLARATION

I, ..., (status) ..... of .....

authorised agent of the exporter of the goods specified above, declare that:–

(a) all the particulars set forth above are correctly stated;

* (b) the *exporter/agent is the holder of the Customs assigned number quoted;

(c) the export of the goods specified does not contravene export control restrictions on account of the description, ultimate destination or other reason.

Signature	
Date	

* *Delete where inappropriate*

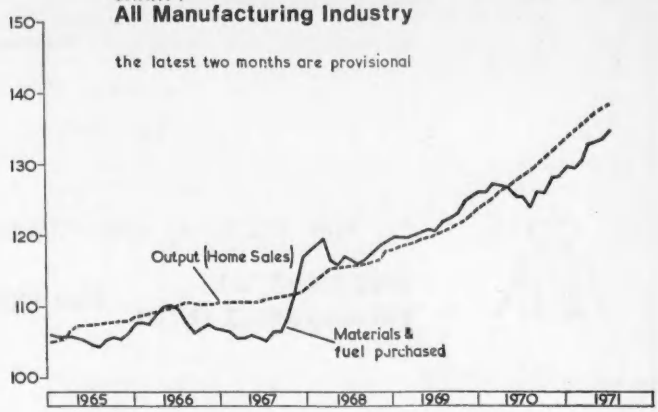
C. 273 Sec. F. 3680 (Sept. 1971) 52-6958 7/71 L.P. (B) Ltd.

Materials index higher in July

THE provisional price index for basic materials and fuel used in manufacturing industry rose 1 per cent in July, mainly owing to higher prices for food and drink materials. After the fall between March and August last year the index has since risen in most months and in July was 8 per cent higher than a year earlier.

Provisional price index numbers for home sales of manufactured products for June and July indicate that the increase in output prices in these months was probably about the same as in June and July last year. The July index was about 8 per cent higher than a year earlier.

CHART 1
All Manufacturing Industry



Materials and fuel purchased by broad sectors of industry (Table 1)

The provisional index for the food manufacturing industries rose substantially by 2 per cent in July, largely owing to higher prices for milk for manufacturing and bottling. Among the non-food sectors, the index for the steel industries fell slightly owing to a further drop in prices of tungsten ore, but index numbers for other sectors of manufacturing industry rose a little in July. The price index for construction materials has

(*continued on next page*)

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of 24 February, 1971.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED

1963=100

1968 SIC		1970			1971		1970		1971						
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	July	Dec.	Jan.	Feb.	Mar.	Apr.	May	June p	July p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	126.1	124.9	127.3	129.7	133.1	125.0	128.1	129.6	129.2	130.4	132.9	133.0	133.5	134.7
	Basic materials	126.5	124.9	126.8	129.0	131.5	125.1	127.4	129.1	128.4	129.5	131.3	131.2	131.9	133.2
	†Fuel	124.0	124.8	129.9	133.8	143.0	124.4	132.3	132.5	133.5	135.3	142.3	143.4	143.4	143.4
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink, and tobacco manufacturing industries	129.2	127.0	127.8	131.2	137.3	127.5	128.5	129.8	130.6	133.2	137.2	137.3	137.4	137.7
	Basic materials other than fuel	130.4	127.5	127.3	130.7	136.0	128.3	127.6	129.2	130.0	132.7	136.1	135.9	136.0	136.4
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211-229	Food manufacturing industries	120.8	121.6	126.5	127.4	125.9	120.9	127.7	129.6	126.9	125.6	125.3	125.4	126.9	129.3
Order V	Chemicals and allied industries	122.4	123.7	127.8	131.3	133.7	123.5	129.1	130.3	131.3	132.3	133.1	133.4	134.6	135.2
311 and 312	Steel industries	125.2	127.8	131.7	135.4	140.8	126.2	132.3	134.4	135.3	136.3	139.7	141.3	141.4	141.0
Order VII (excluding MLH 342)	Mechanical engineering industries	138.8	137.2	138.9	140.5	147.2	137.2	139.5	139.8	140.0	141.5	146.2	147.6	147.7	147.8
Order IX	Electrical engineering industries	159.1	150.7	146.0	146.9	153.6	153.0	145.0	144.8	146.0	150.1	155.8	153.3	151.7	152.2
361	Electrical machinery industry	150.6	147.0	146.2	147.4	153.8	148.0	146.1	146.3	146.6	149.1	153.9	153.9	153.5	153.8
Order XIII	Textile industries	104.2	104.3	103.8	105.6	108.6	105.0	104.6	105.1	105.4	106.3	107.4	108.8	109.6	109.9
Order XV	Clothing and footwear industries	119.9	121.6	122.6	124.0	126.4	121.2	122.9	123.7	124.0	124.5	125.4	126.4	127.5	127.6
Order XVII	Timber industries	134.0	135.6	137.4	139.9	142.8	135.1	138.0	139.0	139.9	140.7	142.1	143.0	143.3	143.5
481 to 484	Paper industries	131.5	135.5	137.3	139.7	141.6	135.0	137.8	139.3	139.8	140.1	141.3	141.8	141.7	141.8
Order XX	Construction materials	128.2	130.4	133.1	136.0	141.4	130.0	133.8	134.5	136.1	137.5	139.3	142.1	142.9	143.4
Part of Order XX	House building materials	130.2	132.9	135.5	138.4	143.0	132.4	136.2	137.0	138.5	139.8	141.5	143.6	144.1	144.7

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 2

Manufacturing Industry (other than food,drink & tobacco)

the latest two months are provisional

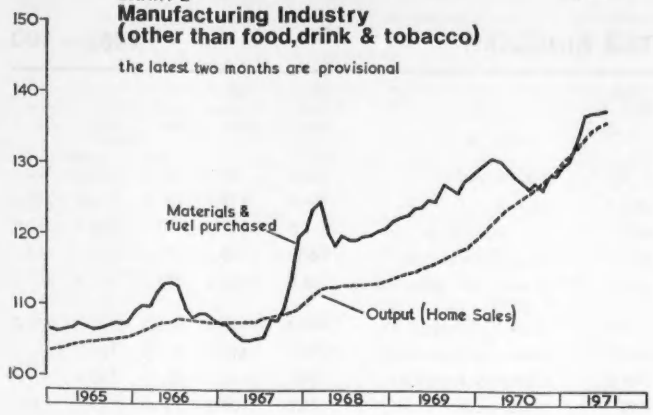
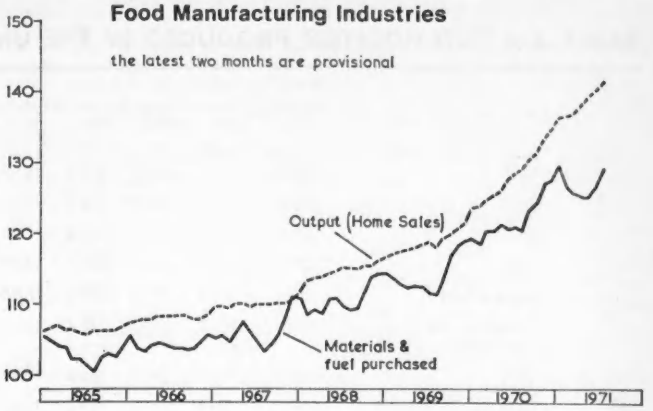


CHART 3

Food Manufacturing Industries

the latest two months are provisional



risen comparatively quickly in recent months and increased by a further ½ per cent in July on provisional figures.

Output of broad sectors of industry: home sales (Table 2)

The index for the food manufacturing industries rose 1 per cent in July largely owing to higher prices for milk and milk products. Index numbers for the chemicals and paper industries rose ½ per cent. Steel prices were unchanged but index numbers for other sectors of manufacturing industry rose a little on the provisional figures. Compared with July last year, index numbers for most sectors have risen 8 per cent or more, but somewhat less than this in the case of the paper industries (7 per cent), electrical engineering and clothing and footwear (6 per cent) and the textiles industries (4 per cent). In these four sectors, price index numbers of materials and fuel purchased also rose less (and in electrical engineering fell slightly) than those in other sectors in the year to July.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963=100

1968 SIC		1970			1971		1970		1971						
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	July	Dec.	Jan.	Feb.	Mar.	Apr.	May	June p	July p
Orders III to XIX	Output of Manufactured Products														
	Total sales	127.6	129.7	132.8	135.8	138.6	129.0	133.9	135.1	135.7	136.5	137.7	138.8	139.2	139.6
	Home sales	126.6	128.7	131.4	134.4	137.2	128.0	132.4	133.8	134.5	135.1	136.3	137.3	137.9	138.3
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	125.8	128.0	131.2	134.4	137.6	127.3	132.2	133.5	134.3	135.3	136.7	137.8	138.2	138.4
	Home sales	123.6	125.7	128.4	131.7	134.9	125.0	129.1	130.8	131.7	132.6	134.0	135.0	135.7	136.0
	Output of Selected Broad Sectors of Industry														
211 to 229	Products of the food manufacturing industries: Home sales	126.3	129.4	133.2	136.8	139.4	128.4	134.9	136.5	136.7	137.0	138.1	139.7	140.4	141.7
Order V	Chemicals and allied industries: Total sales	114.2	116.4	118.3	121.4	122.3	116.0	118.5	120.5	121.9	121.9	122.2	122.1	122.5	122.9
	Home sales	110.3	112.3	113.7	117.4	119.7	112.1	114.0	116.0	118.0	118.4	119.4	119.6	120.1	120.7
311 and 312	Steel industries: Total sales	129.8	130.2	134.4	134.8	141.7	129.7	135.3	134.6	134.7	135.0	139.9	142.6	142.6	142.6
	Home sales	130.0	129.6	133.8	134.7	142.6	129.3	134.6	134.7	134.7	134.8	140.5	143.7	143.7	143.7
Orders VII to XII	Engineering and allied industries: Total sales	128.1	130.1	134.2	137.5	140.9	128.7	135.6	136.6	137.4	138.6	140.0	141.1	141.6	141.7
	Home sales	127.2	129.3	132.0	134.9	138.3	128.7	133.0	134.1	134.8	135.8	137.4	138.4	139.0	139.2
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	130.3	133.5	136.8	139.9	143.2	132.5	137.9	139.0	139.9	140.8	141.9	143.3	144.3	144.3
Order XI	Electrical engineering: Home sales	126.0	127.7	130.2	133.3	134.7	127.3	131.0	133.2	133.2	133.4	134.6	134.4	135.0	135.3
Order XIII	Textiles industries: Total sales	116.4	117.9	118.8	120.3	122.6	117.6	118.9	120.0	120.1	120.8	121.6	122.7	123.4	123.6
	Home sales	115.3	117.1	117.8	119.1	120.8	116.7	118.0	118.6	119.1	119.6	120.1	120.8	121.6	121.8
Order XV	Clothing and footwear: Home sales	114.6	115.7	118.8	120.6	121.6	115.4	119.0	120.1	120.7	121.0	121.2	121.7	122.8	122.1
Order XVII	Timber industries: Home sales	129.7	132.0	134.5	140.2	142.0	131.5	135.6	138.9	140.7	141.1	141.6	142.1	142.4	142.9
481 to 484	Paper industries: Home sales	128.2	132.6	135.4	137.8	139.2	130.7	135.8	137.1	137.7	138.8	139.2	139.2	139.3	140.0
Order XX	New construction‡	131	133	135	138			135			138				

‡ Index of building costs relate to average for the quarter.

(continued on next page)

TABLE 3(a) COMMODITIES PRODUCED IN THE UNITED KINGDOM

1963 = 100

1968 SIC		1970	1971			
		June	Jan.	May	June p	Jul. p
101	Coal	124.8	145.7	152.2	152.2	155.6
102/2	Slates	120.6	150.5	150.5	150.5	150.5
109/3	Salt	93.9	104.6	107.8	107.8	114.2
211	Flour	122.5	130.1	130.1	130.1	130.1
216	Sugar refined	96.5	103.8	105.9	107.2	108.5
217	Chocolate and sugar confectionery	134.7	139.7	144.3	146.4	147.5
231	Beer	146.0	153.5 r	153.2	153.2	153.2
240	Tobacco and cigarettes	138.4	139.5	139.9	139.9	139.9
262	Motor spirit, Two Star (including duty)	146.5	152.5	155.0	155.0	155.0
262	Medium fuel oil (950 secs.)	108.1	132.6	141.1	141.1	141.1
263	Lubricating oil and greases	114.4	120.7	132.4	132.4	132.4
271	General chemicals	107.4	110.5	114.8	114.9	115.8
272	Pharmaceutical chemicals	106.3	110.0	115.3	115.4	115.4
272	Pharmaceutical preparations	96.7	98.2	100.5	101.5	102.4
273	Toilet preparations	130.1	136.7	139.9	140.7	142.3
274	Paint	110.6	117.5	125.5	125.8	125.8
275	Soap	131.3	139.1	140.1	140.1	141.1
275	Soapless detergents	110.1	113.2	117.2	117.2	117.5
276/1	Synthetic resins and plastics materials	99.7	102.2	103.8	103.7	103.8
279/7	Photographic paper and films and photochemical materials	120.0	124.8	127.7	127.7	128.4
311/2	Steel sheets	121.9	128.1	135.4	135.4	135.4
311/2	Tinplate	126.5	134.2	143.2	143.2	143.2
311/2	Other finished steels	130.1	134.6	144.0	143.9	143.9
312	Steel tubes	138.7	146.8	158.0	158.4	158.4
313/3 and 313/4	Iron castings	129.1	135.8	144.5	146.8	147.0
321	Aluminium and aluminium alloy products: Rolled	143.2	148.9	148.9	148.9	148.9
	Extruded and drawn	142.1	152.0	152.0	152.0	152.0
	Castings	153.3	153.0	162.9	160.8	160.8
	Forgings	133.4	140.0	140.0	140.0	140.0
322	Brass ingot 63-35 B.S.1400: B.3 delivered	263.9	208.5	212.0	200.9	202.0
331	Agricultural machinery	127.0	132.9	137.0	137.5	137.6
353/1	Dental goods	137.7	141.5	142.1	141.9	141.9
365/1	Gramophone records, etc.	104.7	109.4	111.6	111.7	111.7
368	Domestic electrical appliances	109.5	114.9	118.4	118.9	118.9
391	Tools and implements	138.0	146.0	150.9	151.0	151.1
392	Cutlery, spoons and forks	131.7	140.0	142.0	142.4	142.5
	Cutlery (other than razors and razor blades)	136.2	147.8	147.4	148.4	148.4
	Spoons and forks	157.3	169.0	169.0	169.2	169.2
399/6	Domestic hollow-ware	158.2	176.5	178.3	178.9	178.9
399/7	Vats, tanks, cisterns and other industrial hollow-ware	129.7	136.1	143.1	147.7	147.7
411	Man-made fibres	88.9	92.1	92.6	93.0	93.0
412, 414/5 and 415	Man-made fibres yarns	109.0	113.5	117.3	117.5	117.5
412/1	Cotton and cotton mixture yarns	144.0	147.5	154.4	154.4	..
413/1	Cotton cloth	144.6	148.0	150.5	151.9	..
413/5	Man-made fibres fabrics	113.1	116.0	118.2	120.6	120.9
413/6	Linen	137.5	142.0	143.4	143.5	143.5
414/1	Wool tops	81.2	72.9	74.6	75.3	75.1
414/2	Worsted yarns	102.3	96.8	101.6	102.5	102.3
415/1	Jute yarn	154.9	159.6	165.6	170.5	175.4
415/2	Jute piece-goods	147.0	147.0	147.0	154.2	161.5
416	Rope, twine and net	104.7	110.5	112.4	113.1	113.3
417	Hosiery and other knitted goods	98.6	100.8	100.9	100.8	101.0
419	Carpets and rugs	119.8	122.4	125.3	126.0	126.0
422/2	Canvas goods and sacks	111.7	116.7	121.8	122.3	122.3
431/1	Leather for footwear	135.1	135.7	137.5	138.5	..
432/1	Travel goods	124.2	134.8	134.7	134.7	134.7
441-449	Made-up clothing	114.3	120.2	121.2	121.3	121.6
441	Weatherproof outerwear	108.6	111.3	112.1	112.2	112.2
442	Men's and boy's tailored outerwear	112.2	123.1	124.4	124.6	124.7
443	Women's and girls' tailored outerwear	117.4	120.8	122.6	122.6	122.9
445/1	Women's and girls' light outerwear	115.7	118.9	118.9	118.9	118.9
450	Footwear	116.2	119.1	122.4	122.5	122.7
461/1	Refractory goods, including bricks	122.9	132.2	137.6	139.7	139.7
461/2	Non-refractory goods, including bricks	118.9	128.7	135.5	135.6	135.9
	Building bricks, fletton common, *delivered*	131.2	145.8	145.8	145.8	145.8
	Building bricks, common other than fletton, *ex-works*	128.0	137.9	149.0	149.0	149.0
462/3	Domestic china and earthenware	142.3	151.4	160.7	160.9	163.3
463/1	Glass (other than containers)	119.1	126.6	134.0	134.8	135.4
463/2	Glass containers	117.2	131.0	132.2	139.4	141.4
464	Cement, delivered	126.9	137.8	155.9	163.3	163.3
469/1	Abrasive paper and cloth	120.2	128.8	134.4	134.4	134.4
469/2	Cast stone and cast concrete products	114.8	125.9 r	127.4	128.3	131.3
471/1	Home-grown hardwood, sawn	118.7	127.3	129.8	130.3	130.3
471/2	Building joinery	140.7	152.0	153.4	154.2	156.1
472	Domestic furniture	126.9	135.2	137.9	138.0	138.1
473	Bedding, etc.	130.1	136.0	144.5	144.5	144.5
481	Paper and board	126.5	134.7	135.9	136.0	136.0
482/1	Cardboard boxes, cartons and fibreboard packing cases	136.7	144.0	146.6	146.8	148.8
482/2	Packaging products of paper etc.	124.2	132.4	133.2	133.2	133.3
	Paper bags	121.3	130.8	133.1	133.1	133.1
483	Manufactured stationery	129.7	141.1	147.3	147.3	147.3
484/1	Wallpaper	142.8	149.1	157.9	157.9	157.9
491/1	Rubber tyres and tubes	122.4	131.0	133.5	133.5	134.3
491/2	Rubber goods (other than tyres and tubes)	124.8	133.2	138.6	139.7	140.0
492	Linoleum and felt base	139.9	147.8	148.5	149.9	150.0
493	Brushes and brooms	126.7	129.7	131.6	131.6	131.6
494/1	Toys and games	127.4	136.4	140.0	140.4	140.4
494/2	Perambulators, etc.	124.8	132.1	139.2	139.6	139.6
494/3	Sports equipment	116.9	121.6	122.1	122.3	..
495/1	Pens and pencils	118.3	123.9	128.5	128.5	128.5
495/2	Other stationers goods	118.2	130.0	130.2	130.2	130.2
496/2	Plastics products (other than components and accessories)	98.8	102.5	104.0	104.0	104.0

TABLE 3(b). COMMODITIES WHOLLY OR PARTLY IMPORTED INTO THE UNITED KINGDOM 1963=100

	1970		1971		
	July	Dec.	May	June	July
Hides and skins	129.0	122.8	143.6	143.2 p	139.9 p
Imported	129.8	128.5	146.6	147.8 p	146.4 p
Native	127.9	115.0	139.5	136.9	131.0
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	144.4	144.4	144.4	144.4
Copper, ex-ship, wharf or warehouse†	246.5	189.4	201.3	194.1	200.5
Lead, ex-ship, wharf or warehouse†	201.5	185.2	176.3	176.9	174.5
Nickel, refined, delivered§	187.0	194.2	194.2	194.2	194.2
Tin ingot, min. 99.75%†	162.6	162.8	163.7	160.4	160.7
Zinc, ex-ship, wharf or warehouse†	164.0	159.6	158.6	169.9	175.0
Oils, resins and gums:					
Palm oil, c.i.f., in bulk	129.4	131.0	125.5	120.4	120.4 p
Whale oil, crude	178.1	178.1	125.9	125.9	125.9
Natural rubber	86.3	83.8	82.4	77.1 p	72.4 p
Sulphur, crude c.i.f. (for acid making)	124.9	124.9	117.1	117.1	112.7

	1970		1971		
	July	Dec.	May	June	July
Textiles:					
Cotton, raw	107.5	112.8	118.5	121.0	122.0
Jute, raw, PWC grades, c.i.f. Dundee	163.9	157.6	163.4	168.6	166.9
Jute, raw, PWB grade c.i.f. Dundee	150.6	146.3	151.6	155.6	154.3
Silk, raw, delivered mill	171.1	167.8	149.6	152.3 p	152.3 p
Sisal, East Africa, No. 1 grade, c.i.f. London	46.1	45.6	53.7	54.0	..
Wool, raw	76.1	68.6	70.8	71.6	71.4 p
Crossbred, medium and coarse, c.i.f. UK	67.6	61.0	69.3	70.3	70.3
Crossbred, fine, c.i.f. UK	75.3	70.3	72.2	72.8	72.8
Merino, c.i.f. UK	81.5	71.8	72.9	73.9	73.9
Timber:					
Imported hardwood (ex-yard or wharf)	139.6	141.2	145.5	146.1 p	146.4 p
Imported plywood (delivered to consumers)	142.6	143.3	146.5	146.5	..
Imported softwood (delivered to consumers)	139.1	141.8	144.7	145.0	..
Woodpulp, imported	146.5	147.0	150.2	150.2 p	150.4 p

† LME settlement price.
§ Producers' price.

Index Numbers of Wholesale Prices

The index numbers of wholesale prices relating to 1963 = 100 supersede those previously published on the base 1954 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials purchased by broad sectors of industry on the base 1954 = 100 until December 1971. From January 1969 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1963 = 100 Series. For users of other 1954 based index numbers who wish to continue the series in this way, conversion factors will be provided on request.

Price Index Numbers of Materials purchased 1954=100

1958 SIC		1971		
		May	June p	July p
	Materials and fuel purchased by manufacturing industry			
Orders III to XVI	Basic materials and fuel purchased by manufacturing industry	136.1	136.7	137.9
	Basic materials	129.2	129.9	131.2
	Fuel	190.3	190.3	190.3
Orders IV to XVI	Basic materials and fuel purchased by manufacturing industry other than food, drink and tobacco manufacturing industries	140.9	141.0	141.3
	Basic materials other than fuel	132.3	132.4	132.8
	Materials and fuel purchased by selected broad sectors of industry			
211 to 229	Food manufacturing industries	127.6	129.0	131.6
263 to 277	Chemicals and allied industries	143.3	144.6	145.2
331 to 349 (excluding 342)	Mechanical engineering industries	195.0	195.1	195.3
361	Electrical macninery industry	185.5	185.0	185.4
Order X	Textile industries	105.9	106.6	106.9
Order XIV	Timber industry	158.4	158.7	158.9
481 to 483	Paper industries	149.8	149.7	149.8
Order XVII	Construction materials	174.0	175.0	175.6
Part of Order XVII	House building materials	176.0	176.8	177.6

New companies registered

BELOW are details of new companies registered in Great Britain during July 1971 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	2,105	—	2,105
Over £100 but under £1,000	105	—	105
£1,000 but under £10,000	769	—	769
£10,000 but under £50,000	139	—	139
£50,000 but under £100,000	13	—	13
£100,000 but under £1,000,000	11	—	11
£1,000,000 and over	—	—	—
Total Number	3,142	—	3,142
Total amount of Nominal Capital	£ thous. 6,631	£ thous. —	£ thous. 6,631

Companies registered in Great Britain in 1970 and 1971

	Number	1970 Nominal Capital £ thous.	Number	1971 Nominal Capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556	2,323	3,961
March	2,464	5,098	3,136	7,720
April	2,556	7,657	3,210	16,525
May	2,322	10,323	3,087	5,233
June	2,670	6,097	3,569	7,317
July	2,573	16,272	3,142	6,631
August	2,280	4,355		
September	2,461	6,404		
October	2,615	6,726		
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

Reprints of 'T & I' articles

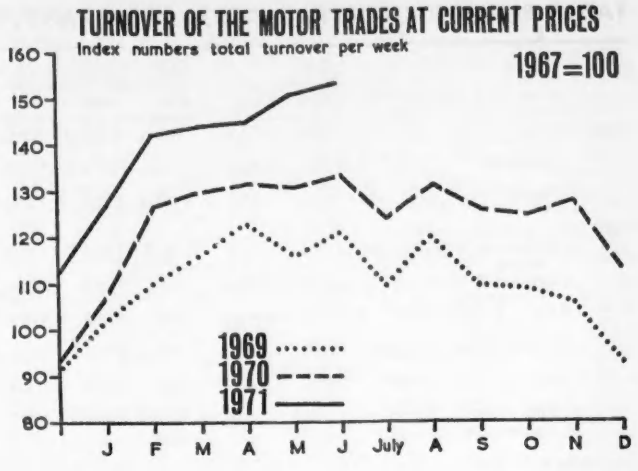
REPRINTS of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

Turnover of the motor trades in June

THE total turnover of the motor trades in June was 15 per cent more than in the same period last year, giving an average increase of 14 per cent for the second quarter—much the same as for the first quarter. As the statistics are of turnover at current prices, these comparisons include the effect of price increases.

Sales of new motor vehicles in June were 18 per cent more by value than a year earlier, little different from the average increase for the quarter as a whole, but slightly more than the average for the first quarter. Sales of second-hand vehicles were up by 22 per cent in value, but this comparison is with a low figure in June last year: for the second quarter as a whole the increase was 15 per cent, which is within the range of fluctuation in recent quarters.

The value of sales in June of petrol, oil and accessories, together with receipts from servicing and repairs, was 10 per cent more than a year earlier. This is similar to the average increase for the year to date.



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967=100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	144‡	138	150			127	142	144	145	151	153						
1970	13	11	10	12	19	5	15	12	7	13	11	12	9	15	15	20	21
1971	14§	13	14			19	12	11	10	15	15						
Analysis of turnover:																	
Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	152‡	145	159			133	150	151	158	159	159						
1970	17	12	12	16	32	3	15	16	4	12	19	21	9	19	23	36	38
1971	18§	16	19			33	14	8	16	25	18						
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	133‡	127	139			106	136	136	134	141	141						
1970	12	10	7	15	18	4	15	11	6	14	3	16	14	16	19	20	16
1971	14§	13	15			15	14	12	8	14	22						
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	143‡	137	148			132	137	142	140	149	154						
1970	10	10	10	8	12	7	15	9	9	13	7	6	6	12	9	12	14
1971	10§	11	9			11	9	13	7	9	10						

† The periods consist of four weeks except those marked* which are five weeks.
‡ Index numbers for period January to June 1971.
§ Percentage change for period January to June 1971 compared with the corresponding period for 1970.

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Index of industrial production for June

THE provisional estimate index of production for June 1971, prepared by the Central Statistical Office, is 127.0 (seasonally adjusted). For manufacturing industry alone the figure is 128.5.

For the three months April to June 1971, it is provisionally estimated that production as a whole was 1.7 per cent higher than in the preceding three months, January to March 1971; for manufacturing industries alone there was a decrease of 0.8 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco						Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113.2	90.1	114.2	108.7	106.8	112.3	121.8	123.4	116.0	122.6	121.9	120.6	93.2	111.7	110.3
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.8	124.8	139.3	149.2	127.2	131.3	146.6	144.0	85.4	118.6	119.4
1970	124.1	78.3	127.1	121.5	117.0	130.2	151.1	158.0	128.1	134.9	152.3	148.6	86.1	115.9	115.4
1969 2nd quarter	123.3	81.2	125.7	118.2	115.0	124.2	136.8	147.7	127.0	130.7	152.5	140.4	85.3	121.0	119.0
3rd quarter	123.2	81.2	126.3	118.7	114.5	126.9	138.7	151.8	129.2	132.8	147.9	148.5	84.8	121.6	118.2
4th quarter	123.5	76.9	126.7	122.1	119.2	127.8	142.8	152.7	128.1	133.8	143.1	145.2	86.0	118.3	119.8
1970 1st quarter	123.8	80.2	126.6	118.2	114.4	125.9	150.0	151.3	128.3	134.5	154.1	147.2	85.6	119.2	113.4
2nd quarter	123.5	79.3	126.1	121.3	115.4	132.9	145.3	158.3	127.3	134.8	157.0	147.7	84.7	114.1	114.5
3rd quarter	124.3	78.8	127.3	122.8	118.7	130.8	153.0	160.2	127.0	135.1	147.8	148.0	86.8	111.0	117.5
4th quarter	124.6	74.8	128.4	123.5	119.5	131.2	155.8	162.0	129.7	135.2	150.1	151.3	87.1	119.2	116.1
1971 1st quarter	124.4	82.4	126.7	121.6	117.0	130.3	157.8	159.0	126.6	134.9	159.5	151.5	86.1	114.0	103.4
2nd quarter	126.5	81.7	128.8	125.0	118.1	138.2	162.0	158.8	132.7	138.2	158.5	164.5	83.7	121.7	106.6
1971 January	126.8	82	129.7	120	116	127	160	157	131	138	150	149	87	125	107
February	123.8	83	126.2	120	115	129	160	161	127	136	157	152	86	114	103
March	122.7	82	124.3	125	119	136	154	159	122	130	171	154	86	102	100
April	126.1	83	128.3	124	117	140	159	156	133	144	166	161	84	119	103
May p	126.4	82	129.6	124	117	136	166	155	132	142	159	164	84	128	110
June p	127.0	81	128.5	127	120	140	162	166	136	129	151	169	84	118	107
January-March (av.)	124.4	82	126.7	122	117	130	158	159	130	135	160	152	86	114	103
April-June (av.) p	126.5	82	128.8	125	118	138	162	159	133	138	159	165	84	122	107

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textile, leather and clothing				Bricks, pottery, glass, etc.						
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111.3	112.4	107.7	106.8	107.6	101.5	105.8	115.8	117.8	112.2	109.6	114.6	119.8	115.3	116.9
1967	104.7	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	128.2
1969	114.5	116.2	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	118.9	136.2
1970	114.9	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.6	115.7	143.8
1969 2nd quarter	116.2	116.9	114.1	117.1	125.5	94.5	103.3	129.4	129.1	132.3	108.3	122.5	143.6	121.8	133.7
3rd quarter	112.5	114.0	107.6	115.1	122.4	93.9	103.1	128.0	127.5	130.1	110.5	124.8	145.7	118.2	132.4
4th quarter	114.3	118.0	102.5	114.1	123.2	90.9	101.3	126.0	124.2	129.2	112.8	125.2	141.1	117.2	138.9
1970 1st quarter	116.5	119.0	108.5	115.1	123.2	91.6	102.1	122.3	117.1	131.8	106.6	123.6	144.2	114.8	146.1
2nd quarter	115.1	117.0	109.0	115.8	123.9	93.7	102.6	121.8	122.1	121.3	115.0	120.3	142.3	117.7	141.6
3rd quarter	113.8	115.8	107.4	117.7	126.8	93.6	102.6	128.8	126.5	132.9	113.2	120.5	146.2	116.6	143.6
4th quarter	114.0	114.6	112.0	117.8	125.9	92.8	105.0	127.9	123.8	135.1	119.7	117.6	149.5	113.7	143.8
1971 1st quarter	111.3	113.2	105.3	117.1	125.3	90.6	104.1	129.0	128.5	129.9	118.8	112.7	149.3	116.2	149.3
2nd quarter	103.0	103.2	102.2	117.4	124.8	81.5	106.5	133.9	130.5	136.6	118.9	116.9			157.6
1971 January	119	121	116	120	127	94	110	128	127	129	126	116	144		151
February	110	112	103	116	126	89	100	130	130	132	120	110	152		146
March	105	107	98	115	124	89	102	129	129	128	111	112	152		151
April	106	108	99	116	122	88	107	129	127	133	122	117			157
May p	106	106	104	119	125	87	112	133	131	136	118	116			148
June p	98	96	103	117	127	88	100	139	133	141	117	118			168
January-March (av.)	111	113	105	117	125	91	104	129	129	130	119	113	150†		149
April-June (av.) p	103	103	102	117	125	88	107	134	131	137	119	117	149†		158

† Latest available 3 months (January-March) and previous 3 months (October-December).

UK computer output in the first quarter of 1971

OUTPUT of computers at current prices in the first quarter of the year showed a drop of £14.3 million over the previous quarter. Of this £14.3 million, £9.7 million was represented by exports.

The actual figures, which include repair and maintenance together with deliveries of factored equipment, were £71 million, compared with £85 million in the fourth quarter of 1970 and £68 million in the first quarter.

So far as hardware alone is concerned, total deliveries were £14.5 million lower than in the fourth quarter of 1970, as the following table shows:

DELIVERIES OF COMPUTER HARDWARE (£M CURRENT PRICES)

	British made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1970 4th Quarter	29.9	28.9	58.8	19.9	–	19.9	49.8	29.0	78.8
1971 1st Quarter	31.6	19.4	51.0	13.3	–	13.3	44.9	19.4	64.3
Change £M	+1.7	–9.5	–7.8	–6.6	–	–6.6	–4.9	–9.6	–14.5
%	+6	–33	–13	–33	–	–33	–10	–33	–18

It will be observed that deliveries to the home market of British-made machines were actually higher than in the preceding quarter, but that deliveries of factored machines were down by a third. Full details of deliveries and output in terms of current prices, appear in Tables 1, 2 and 3.

Exports down

The fall in deliveries for export was particularly severe, with the result that the first quarter figure was well below the quarterly average for 1970. Further, exports as a proportion of total deliveries (30 per cent) were also lower than the 1970 average (33 per cent).

Small systems predominate

An indication of the market pattern for computers may be ascertained from the number and size of the systems delivered, the total value of which is shown in columns 2 and 3 of the table below.

DIGITAL COMPUTER SYSTEMS DELIVERED, 1ST QUARTER 1971

	Home		Export	
Size of System	No.	Value £'000	No.	Value £'000
Under £5,000	13	48	5	11
£5,000– £19,000	107	965	12	93
£20,000– £49,000	26	953	33	857
£50,000–£119,000	31	2,275	37	2,788
£120,000–£249,000	20	3,480	7	1,067
£250,000–£499,000	11	4,217	2	556
£500,000–£999,000	5	2,779	1	636
Over £1M	1	1,079	–	–
Unclassified	201	7,629	146	2,585
TOTAL	415	23,425	243	8,593

Taking unclassified systems into account, it is probable that more than half the systems delivered to the home market in the first quarter of 1971 were below £20,000 in value.

Orders on hand

Table 4 shows that at March 31, 1971, orders on hand amounted to £283 million. This was £19 million lower than at the end of 1970, and marked the third successive fall in the total.

Export orders on hand were only £1 million down (perhaps a reflection of the lower deliveries already mentioned), so that the fall in total orders on hand was almost entirely attributable to the home market. This fall was shared by most respondents to the inquiry.

Net new orders

Net new orders may be calculated from the figures of deliveries and orders on hand:

NET NEW ORDERS FOR ELECTRONIC COMPUTERS (£M CURRENT PRICE)

	1969			1970			1971		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st Quarter	33.2	19.6	52.8	64.2	27.6	91.8	26.7	18.4	45.1
2nd Quarter	51.9	29.9	81.8	43.5	35.7	79.2			
3rd Quarter	36.2	18.0	54.2	39.8	24.0	63.8			
4th Quarter	47.3	24.3	71.6	39.2	29.2	68.4			

It will be apparent that the rate of order-taking in the first quarter fell appreciably.

Employment

Numbers employed fell by the end of the first quarter from their end-1970 level. As was to be expected, the fall was confined to manufacturing and sales personnel.

Background note

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output is incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is, in fact, imported.

The principle used throughout the computer inquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry, etc. Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field—work which is carried out by skilled specialists. The values shown in Tables 1, 2 and 3 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 3 is that carried out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 3 relates only to work in the United Kingdom.

Goods sold to other UK computer manufacturers covers the cases mentioned above where the output of one firm is the input to another. The amount involved is shown separately to avoid its being counted twice.

The values of deliveries for export of computers and peripheral equipment shown in Table 2 differ from the figures published in the Overseas Trade Accounts covering UK exports of these items. Similarly, the values of factored equipment in Table 3 differ from UK imports shown in the OTA. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

COSMOS
INTERNATIONAL TRANSPORT EXPERTS
WORLD-WIDE CONNECTIONS
For service details & quotations, please ring 01-407 4433
FREIGHTWAYS AGENCY LTD. or write to 1 CATHEDRAL STREET, LONDON SE1 9DF Telex 888565

TABLE 1. TOTAL DELIVERIES OF ELECTRONIC COMPUTERS

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total output		Goods Sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1970	171,319	55,698	2,364	126	20,035	9,036	14,674	5,929	87,780	26,142	296,172	96,931	20,840	61	200	384	317,596	97,113	13,779
1969 Q1	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
Q2	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
Q3	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
Q4	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 Q1	35,808	11,700	179	79	2,995	1,307	2,770	948	21,090	5,844	63,090	19,878	4,981	10	24	100	68,195	19,955	3,547
Q2	41,078	11,685	291	34	5,028	2,126	3,130	1,178	20,246	6,064	69,773	21,087	4,858	17	22	63	74,716	21,104	2,589
Q3	49,559	16,479	1,641	6	6,237	2 520	3,993	1,829	23,123	6,121	84,553	26,955	5,130	15	53	84	89,820	26,978	3,339
Q4	44,874	15,834	253	7	5,775	3,083	4,781	1,974	23,073	8,113	78,756	29,011	5,871	19	101	137	84,865	29,076	4,304
1971 Q1*	32,018	8,593	162	10	3,710	1,363	2,967	377	25,398	9,025	64,255	19,368	6,157	17	135	55	70,602	19,385	3,331

*Provisional

TABLE 2. DELIVERIES OF ELECTRONIC COMPUTERS (BRITISH MADE)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronics Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1970	123,437	55,519	779	124	18,092	9,010	14,344	5,929	66,898	26,058	223,550	96,640	16,186	61	200	326	240,262	96,822	13,778
1969 Q1	19,291	7,169	604	102	1,270	199	2,386	103	8,287	3,465	31,838	11,038	2,801	229	7	30	34,676	11,267	2,742
2	19,282	7,877	670	114	1,741	544	1,829	742	11,214	5,021	34,736	14,298	3,364	385	3	32	38,135	14,683	1,519
3	26,329	11,238	750	198	1,600	657	1,148	400	11,612	4,939	41,439	17,432	3,243	266	18	3	44,703	17,698	1,882
4	21,694	10,086	551	84	3,307	1,573	4,041	1,558	13,607	5,991	43,200	19,292	3,416	130	20	22	46,658	19,422	2,077
1970 Q1	26,539	11,575	144	79	2,706	1,304	2,770	948	16,940	5,818	49,099	19,724	3,720	10	24	90	52,933	19,801	3,546
Q2	28,224	11,643	291	34	4,772	2,123	2,817	1,178	14,956	6,057	51,060	21,035	3,898	17	22	57	55,037	21,052	2,589
Q3	38,495	16,479	141	6	5,490	2,501	3,976	1,829	16,483	6,112	64,585	26,927	3,883	15	53	61	68,582	26,950	3,339
Q4	30,179	15,822	203	5	5,124	3,082	4,781	1,974	18,519	8,071	58,806	28,954	4,685	19	101	118	63,710	29,019	4,304
1971 Q1*	23,085	8,593	157	10	2,917	1,353	2,949	377	21,877	9,022	50,985	19,355	4,899	17	135	42	56,061	19,372	3,331

TABLE 3. DELIVERIES OF ELECTRONIC COMPUTERS (FACTORED)

£ thousand, current prices

	Digital Computing System		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (a)		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31 092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1970	47,882	179	1,585	2	1,943	26	330	—	20,882	84	72,622	291	4,654	—	—	58	77,334	291	1
1969 Q1	6,118	12	—	—	780	1	—	—	5,432	2	12,330	15	598	—	—	—	12,928	15	780
Q2	6,750	—	1,014	—	629	7	—	—	5,937	2	14,330	9	532	—	—	—	14,862	9	1,403
Q3	5,709	33	64	—	548	6	—	—	3,602	82	9,923	121	778	—	1	—	10,702	121	952
Q4	14,559	78	244	20	307	10	—	—	4,347	5	19,457	113	1,035	—	—	2	20,494	113	252
1970 Q1	9,269	125	35	—	289	3	—	—	4,398	26	13,991	154	1,261	—	—	10	15,262	154	1
Q2	12,854	42	—	—	256	3	313	—	5,290	7	18,713	52	960	—	—	6	19,679	52	—
Q3	11,064	—	1,500	—	747	19	17	—	6,640	9	19,968	28	1,247	—	—	23	21,238	28	—
Q4	14,695	12	50	2	651	1	—	—	4,554	42	19,950	57	1,186	—	—	19	21,155	57	—
1971 Q1*	8,933	—	5	—	793	10	18	—	3,521	3	13,270	13	1,258	—	—	13	14,541	13	—

(a) Work done in UK only
*Provisional

(continued on next page)

UK COMPUTER OUTPUT
continued

TABLE 4. ORDERS ON HAND FOR ELECTRONIC COMPUTERS AND PERIPHERALS

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966									
31st December	126.9	97.5	29.4	99.2	71.3	27.9	27.7	26.2	1.5
1967									
31st December	188.3	157.0	31.3	128.1	97.9	30.2	60.2	59.1	1.1
1968									
31st December	241.3	200.9	40.4	150.6	110.2	40.4	90.7	90.7	–
1969									
31st December	294.7	224.7	70.0	185.1	115.4	69.7	109.6	109.3	0.3
1970									
31st March	323.4	245.7	77.7	202.8	125.1	77.7	120.6	120.6	–
30th June	332.9	240.5	92.4	218.6	126.2	92.4	114.3	114.3	–
30th September	312.2	222.7	89.5	212.6	123.1	89.5	99.6	99.6	–
31st December	301.9	212.1	89.8	207.4	117.6	89.8	94.5	94.5	–
1971									
31st March	282.7	193.9	88.8	194.6	106.1	88.5	88.1	87.8	0.3

Retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for April was 126, May 132 and June 125 (1965 = 100), increases of 7 per cent, 6 per cent and 7 per cent respectively on a year earlier. In the second quarter of 1971 sales were 6 per cent higher than in the second quarter of 1970, an increase slightly higher than that recorded for the first quarter of 1971.

After allowing for price changes the total volume of sales in April showed a decrease of 1 per cent compared with April 1970, while both May and June were down by 3 per cent on a year earlier.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in April, May and June are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (Tel. Belfast (0232) 34488, Ext. 336).

	April 1971		May 1971		June 1971		2nd quarter 1971	
The value of sales by:	Index No. 1965 =100	Percentage increase	Index No. 1965 =100	Percentage increase	Index No. 1965 =100	Percentage increase	Index No. 1965 =100	Percentage increase
All kinds of business	126	7	132	6	125	7	128	6
Food shops	148	11	148	16	144	12	147	13
Non-food shops	113	4	122	–1	113	3	116	2
Of which:								
Clothing and footwear shops	122	19	132	5	119	5	124	9
Durable goods shops	124	14	127	8	146	17	132	13
Miscellaneous non-food shops	105	–5	123	5	103	–3	110	–4
Department and general stores	117	6	97	–3	107	–	107	1

TABLE 5. NUMBERS EMPLOYED IN UK ELECTRONIC COMPUTER INDUSTRY

	Total	R & D	Manufacturing	Sales	Other
1966					
31st December	35,800	3,600	15,300	4,700	12,200
1967					
31st December	41,600	4,800	17,000	5,600	14,200
1968					
31st December	45,100	4,900	17,800	5,500	16,900
1969					
31st December	48,800	5,700	19,000	5,800	18,300
1970					
31st March	49,200	6,100	18,700	5,500	18,900
30th June	51,500	6,400	20,000	5,600	19,500
30th September	52,100	6,500	20,700	5,800	19,100
31st December	52,400	6,400	20,300	5,900	19,800
1971					
31st March	51,600	6,500	19,600	5,700	19,800

Retailers' stocks in June

THE value of stocks at current prices held by retailers at the end of June showed an increase of 12 per cent over the corresponding month of last year; at constant prices there was an increase of 3 per cent compared with June 1970. These increases are somewhat larger than those recorded in recent months.

ESTIMATE OF LEVELS AND PERCENTAGE INCREASES IN RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	153	163	165	166	167	161	169	167	184	204	177
1971	N.A.	N.A.	180	181	185	187						
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*5*	*3*	*6*	*3*	*5*	*6*	*6*	*7*	*9*	*12*	*12*
1971	*N.A.*	*N.A.*	*10*	*9*	*11*	*12*						
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	118	119	127	127	127	128	122	127	125	136	150	130
1971	N.A.	N.A.	129	128	130	131						
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*—*	*–2*	*—*	*–2*	*—*	*—*	*—*	*—*	*2*	*5*	*4*
1971	*N.A.*	*N.A.*	*2*	*1*	*2*	*3*						

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, August 13, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Faces in a Crowd	BR/E 35644/14/8/76	21	August 10	MGM-EMI Distributors Ltd.	Abacus Productions Ltd.
Villain	BR/E 35645/14/8/76	98	August 10	MGM-EMI Distributors Ltd.	Atlantic United Productions Ltd.
Puppet on a Chain	BR/E 35646/14/8/76	98	August 10	Scotia Barber Distributors Ltd.	Big City Productions Ltd.
Die Screaming Marianne	BR/E 35648/14/8/76	99	August 12	London Screen Distributors Ltd.	Pete Walker Productions Ltd.
Magritte—The False Mirror	BR/E 35649/14/8/76	22	August 12	The British Film Institute	The British Film Institute
Movietone News 2201	BR/E 35571/14/8/76	7	August 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2201A	BR/E 35572/14/8/76	7	August 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Making It	F 35647	95	August 12	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation

Amendment to the Register:

The playing time of the film 'A Challenge For Robin Hood' (BR/E 32772) registered on November 30, 1967, has been amended to provide alternative playing times as follows: (a) 96 minutes; (b) 78 minutes.

Sales by wholesale textile houses

SALES by wholesale textile houses in June showed an increase of 8 per cent on a year earlier, compared with increases of 12 per cent in April and 10 per cent in May.

The value of stocks at the end of June was 4 per cent lower than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	–3	..	..
1967	104	–5	..	..
1968	108	4	..	..
1969	103	–5	..	..
1970	107	4	..	..
1969 2nd quarter	98	5	138	7
3rd quarter	100	–4	157	8
4th quarter	124	–6	147	17
1970 1st quarter	90	2	161	5
2nd quarter	97	–2	140	1
3rd quarter	105	5	146	–7
4th quarter	135	8	143	–3
1971 1st quarter	100	10	147	–8
2nd quarter	106	10	135	–4
1970 June	95	6	140	1
July	83	10	145	–3
August	99	6	143	–6
September	134	2	146	–7
October	153	9	129	–7
November	124	5	140	–9
December	127	11	143	–3
1971 January	66	9	128	–8
February	99	8	139	–10
March	134	13	147	–8
April	115	12	136	–7
May	101	10	137	–9
June	103	8	135	–4

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	June 1971	January-June 1971	June 1971
Women's knitted outerwear, blouses and skirts	–3	15	8
Women's coats, costumes, furs and raincoats	4	10	–29
Women's underwear	–18	12	2
Women's hose and children's socks	–35	–16	–11
Women's millinery	–49	–6	–24
Haberdashery, ribbons and wool	11	13	–5
Children's wear	–3	19	–8
Men's and boys' shirts, pyjamas and outfitting	38	27	25
Gloves	–16	–16	10
Piece-goods and nets	19	1	–8
Household textiles	8	9	5
Floor coverings, furniture and hardware	26	17	–4
Boots and shoes	1	9	19
Total†	8	10	–4

† Including some items not included among the sub-headings.
‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London E.C.4 (Tel. 01-248 4444).

Hosiery and other knitted goods—index of production

IN the second quarter of 1971 the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 6 per cent more than in the first quarter.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subject to slight revision when the complete figures for 1971 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109	
1965	114	
1966	114	
1967	114	
1968	132	
1969	147	
1970	149	
	Actual	Seasonally adjusted
1969 1st quarter	133	143
2nd quarter	145	153
3rd quarter	142	144
4th quarter	166	147
1970 1st quarter	138	153
2nd quarter	143	146
3rd quarter	144	146
4th quarter	170	151
1971 1st quarter p	135	145
2nd quarter p	147	154
1970 January	123	149
February	151	154
March	141	155
April	140	141
May	135	151
June	155	147
July	127	141
August	140	154
September	166	144
October	184	153
November	184	151
December	144	149
1971 January p	126	153
February p	137	140
March p	142	142
April p	138	153
May p	151	165
June p	152	143

INTERNATIONAL TIN COUNCIL

Tin Buffer Stock, Deputy Manager

The International Tin Council invites applications for a Deputy Buffer Stock Manager. The function of the Deputy Manager is to assist (and deputise for) the Manager, whose duties are to maintain and operate the buffer stock (in tin metal or cash or both) in accordance with the provisions of the Fourth International Tin Agreement (an intergovernmental commodity agreement of which 27 countries are members).

Salary for this post is on a scale rising from £3,430 sterling per annum to £4,695 per annum; position on scale is dependent on experience and qualifications. Salary is subject to cost of living increases. Non-contributory pension scheme. The headquarters of the Council are in London.

Applicants should have an adequate understanding of the basic supply-demand factors in tin and experience of metal or other commodity markets. Knowledge of investment practice, banking procedures and general commercial practice is also desirable. Applicants who have had experience in a metal merchants' business, in the sales department of a producer or smelter, or in the purchase department of a consumer might well have the necessary basic knowledge required for this post. Experience in market studies desirable. Preferred age 35-50.

Applications, with full details of career, curriculum vitae, and references should be received by August 31, 1971 by the Secretary of the International Tin Council, Haymarket House, 28 Haymarket, London, S.W.1.

Turnover of the catering trades, laundries and dry cleaners, and hairdressers in June 1971

Note: all figures in this commentary are at current prices

Catering trades

THE total turnover of the catering trades in the second quarter was 2 per cent more than in the first quarter, after allowing for seasonal movements. This was a smaller increase than in the first quarter itself, but still suggests a quite strong upward trend. Within the quarter the fluctuation between May and June probably reflects the relatively poor weather in the latter month but may also owe something to the difficulty of adjusting adequately for the timing of the Spring bank holiday.

The percentage increases in turnover compared with a year earlier (not seasonally adjusted) for each of the main kinds of business were as follows:

Value of caterers' turnover: percentage increases on a year earlier

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1971 1st quarter	8	9	6	10	–
2nd quarter	9	13	9	10	–2

Note: Easter fell in the first quarter of 1970 but in the second quarter of 1971.

Laundries and dry cleaners

The turnover of laundries and dry cleaners increased by 3 per cent in the second quarter compared with a year earlier, following the 8 per cent increase in the first quarter. To some extent the smaller increase is due to Easter falling in the second quarter this year but in the first quarter in 1970. Both laundries and dry cleaners increased their turnover by 5 per cent in the first half of 1971 as a whole.

Hairdressers

Both men's and women's hairdressers showed small increases of 1 per cent in their turnover in both the second quarter and the first half of 1971 compared with the corresponding periods a year earlier.

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED.

Index numbers of turnover per week (†) 1964=100

	Value at current prices £1,985 million
1964	100
1965	106
1966	111
1967	113
1968	117
1969	126
1970	136
1968 1st quarter	115
2nd quarter	116
3rd quarter	118
4th quarter	120
1969 1st quarter	123
2nd quarter	125
3rd quarter	127
4th quarter	129
1970 1st quarter	133
2nd quarter	136
3rd quarter	137
4th quarter	140
1971 1st quarter	145
2nd quarter	148
1971 January	144
February	145
March*	146
April	146
May	150
June*	146
1971 January - March	145
April - June	148
Percentage increase	2

† The monthly periods consist of four weeks except those marked * which are of five weeks. The June 1971 period was the five weeks from 30 May to 3 July 1971. The June 1970 period was the five weeks from 31 May to 4 July 1970.

HINTS TO BUSINESS MEN

DTI's *Hints to Business Men* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British business men visiting any country on export business. Apply to: Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU. Tel. 01-248 5757 ext 7146.

TABLE 2. LAUNDRIES AND DRY CLEANERS (EXCLUDING LAUNDERETTES)

Index numbers of turnover per week *and percentage increase on a year earlier*† 1966=100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec*
Total all laundries and dry cleaners (£137 million)	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	103	103	103*	101	104	106	104	92
	1970	105	98	110	107	106	96	100	98	110	110	110	110	106	106	110	109	100
	1971		105	113			102	107	107	110	117	111						
	1970	*4*	*1*	*5*	*4*	*6*	*3*	*4*	*–6*	*8*	*1*	*6*	*7*	*5*	*1*	*4*	*4*	*9*
	1971	*5§*	*8*	*3*			*6*	*7*	*10*	*1*	*6*	*1*						
Laundries (£81 million)	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970	108	101	113	110	109	103	103	97	112	111	114	113	109	107	112	113	103
	1971		109	115			108	109	109	112	120	114						
	1970	*4*	*—*	*7*	*4*	*5*	*4*	*2*	*–5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*	*5*	*7*
	1971	*5§*	*8*	*2*			*5*	*6*	*12*	*—*	*8*	*–1*						
Dry cleaners, etc. (£56 million)	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970	101	94	105	103	101	85	96	99	105	109	102	105	100	104	107	102	96
	1971		100	109			92	103	105	107	113	107						
	1970	*4*	*2*	*2*	*4*	*7*	*—*	*5*	*1*	*2*	*1*	*2*	*9*	*4*	*—*	*5*	*3*	*12*
	1971	*5§*	*7*	*3*			*8*	*7*	*6*	*2*	*4*	*5*						

For notes see Table 1. §January-June.

TABLE 3. HAIRDRESSERS

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
(£136 million)	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970	105	101	105	106	106	99	101	102	103	106	105	109	107	104	104	105	110
	1971		102	106			101	102	103	105	110	104						
	1970	—	—	—	—	*1*	*– 1*	*4*	*– 2*	*– 2*	*1*	*2*	*1*	—	—	*– 1*	*1*	*2*
	1971	*1§*	*1*				*2*	*1*	*1*	*1*	*4*	*– 1*						
Men's hairdressers and men's hair-dresser-tobacconists	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
(£27 million)	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	112	101	98	99	102	103	109	112*	114	110	111	108	122
	1970	109	103	107	112	116	103	105	100	100	103	115	112	113	112	110	109	126
	1971		103	108			105	103	100	103	108	112						
	1970	*2*	*3*	*2*	—	*1*	*2*	*7*	—	*– 2*	—	*5*	—	*– 1*	*2*	*– 1*	*1*	*3*
	1971	*1§*	*1*	*1*			*2*	—	—	*3*	*5*	*– 3*						
Women's hairdressers and men's and women's hairdressers	1967	102	99	103	103	103	95	99	103	103	104	101	104	101	101	100	100	107
(£109 million)	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970	103	100	104	104	103	97	99	103	105	107	102	108	105	101	101	103	104
	1971		102	106			99	101	104	105	111	102						
	1970	—	*– 1*	*– 1*	—	*1*	*– 2*	*2*	*– 3*	*– 2*	*– 2*	—	*2*	—	*– 1*	*– 1*	*1*	*2*
	1971	*1§*	*2*	*1*			*2*	*1*	*1*	*1*	*3*	—						

For notes see Table 1. §—January-June.

Steel consumption during second quarter of 1971 and stocks at end

Consumption of steel

CONSUMPTION of finished steel in the second quarter of 1971 is estimated, on a provisional basis at 4,060,000 tons after seasonal adjustment (5,500,000 tons ingot equivalent). This is the lowest seasonally adjusted figure since the first quarter of 1968 (see table attached). Over the past two years seasonally adjusted finished steel consumption has been remarkably steady, and from the beginning of 1969 to the end of the first quarter 1971 consumption rose in no quarter more than 2.0 per cent above the quarterly mean for the period (nine quarters) nor fell more than 1.6 per cent below it; in the second quarter 1971 consumption as now provisionally estimated was 6.9 per cent below that mean.

Stocks held by consumers and merchants

Returns so far received for the second quarter 1971 confirm that there has been a continuation of the stock-reduction that started with the first quarter. The second quarter reduction is provisionally estimated, after seasonal adjustment, as 177,000 tons (240,000 tons ingot equivalent). In terms of weeks' consumption (seasonally adjusted) stocks at end-December 1970 stood at the unusually high level of just over 15 weeks, compared with 11.3 at end-September 1968. A decline from the end-December level was to be expected; but because of the low rate of consumption now appearing in the second quarter figures, the recent substantial falls in tonnage of stocks make no appreciable difference to the number of weeks' consumption held.

Finished Steel: Estimated United Kingdom Consumption

	Actual consumption		Seasonally adjusted consumption thousand tons
	Thousand tons	Per cent change over previous year	
1966 1st Quarter	4,280	– 2.4	4,116
2nd Quarter	4,277	– 2.1	4,130
3rd Quarter	3,856	+ 2.3	4,163
4th Quarter	3,793	– 7.5	3,797
Total	16,206	– 2.5	
1967 1st Quarter	4,001	– 6.5	3,963
2nd Quarter	4,086	– 4.5	3,839
3rd Quarter	3,470	– 10.0	3,753
4th Quarter	4,034	+ 6.4	4,036
Total	15,591	– 3.8	
1968 1st Quarter	4,179	+ 4.4	4,014
2nd Quarter	4,231	+ 3.5	4,081
3rd Quarter	3,929	+13.2	4,240
4th Quarter	4,231	+ 4.9	4,235
Total	16,570	+ 6.3	
1969 1st Quarter	4,535	+ 8.5	4,364
2nd Quarter	4,611	+ 9.0	4,454
3rd Quarter	4,023	+ 2.4	4,349
4th Quarter	4,333	+ 2.4	4,335
Total	17,502	+ 5.6	
1970 1st Quarter	4,554	+ 0.4	4,443
2nd Quarter	4,510	– 2.2	4,295
*3rd Quarter	4,067	+ 1.1	4,393
4th Quarter	4,228	– 2.4	4,228
Total	17,359	– 0.8	
1971 1st Quarter (p)	4,567	+ 0.3	4,396
2nd Quarter (p)	4,205	– 6.8	4,063

* 14-week statistical period: figures reduced to a 13-week basis for purposes of comparability.
(p) provisional.

CLARIDGE, HOLT & CO. LTD. (Est. 1912)
16 NEW STREET, LONDON, EC2M 4TY
SHIPPING AND FORWARDING AGENTS TO AND FROM ALL PARTS OF THE GLOBE
PACKING AND INSURANCE ALSO ARRANGED
AGENTS THROUGHOUT THE WORLD
Telephone: 01-283 7121 Export: Ext. 361 or 273 Import: Ext. 209 *Telegrams:* EGDIRALC, LONDON, E.C.2
Also at: 14 Chapel Street, Liverpool, L3, 9AG and Torrington Avenue, Canley, Coventry

TRADE PROMOTION
MISSIONS and TOURS

Seminar and trade mission

SOUTH GERMANY is less well known to many British exporters than is the northern half of the Federal Republic, but its two provinces of Baden Wurttemberg and Bavaria are now experiencing boom conditions and drawing German industrial investment and expansion southwards.

A two-day marketing seminar, to be held in Stuttgart from November 8 to 10 this year, is being organised by BNEC Export Council for Europe, with the aim of helping British manufacturers to exploit the opportunities offered by the South German market.

This seminar is designed for export executives of medium-sized capital goods and component manufacturers who wish to increase their knowledge of this market and improve their marketing arrangements there.

It is being organised in conjunction with PA Management Consultants Ltd. and with the full support and assistance of British Government Commercial Services.

A mission, sponsored by the BNEC Export Council for Europe, follows the seminar. Its purpose is to enable participants to undertake further market research and make contact with potential customers. There will be no group visits, and mission members may if they wish stay on for shorter periods than the 10 days specified.

Only a few vacancies remain. Anyone interested should contact as soon as possible: Mr. R. G. Robinshaw, BNEC Export Council for Europe, 6-14 Dean Farrar Street, London SW1 (Tel: 01-930 3121, extn. 115).

Lord Mayor's jet flight

SIR PETER STUDD, Lord Mayor of the City of London, flew by BOAC jet recently on an eight-day visit to Iran and Thailand. Accompanied by the Mayoress and two Sheriffs of the City, Ald. Hugh Wontner and Ald. Peter Gadsden, the Lord Mayor planned to spend three days in each country. During his visit to Iran he hoped to address members of the City Council of Teheran and, in Bangkok, call on the Prime Minister and Minister of Interior of Thailand.

Between them, the Lord Mayor and Sheriffs are directors of 28 British companies and during their visits hoped to establish business contacts.

The Lord Mayor's party, who have been accompanied throughout by Mr. Patrick Tinney, BOAC's trade mission officer, return by BOAC jet from Bangkok this Saturday (August 21).

Hospital contract

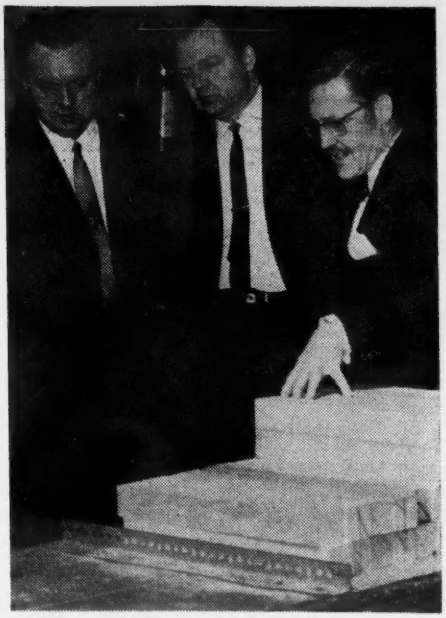
BACK from a four-week export drive to Australia for Dialled Despatches Ltd., makers of document conveying systems of Lee - on - the - Solent, Hants., is Mr. Bob Smith, the company's chief electrical engineer.

During the tour, which took in Sydney and Melbourne, also brief stops at Calcutta and Singapore, Mr. Smith commissioned the first stage of a £100,000 contract for his company's system for the Austin Hospital, Melbourne. The contract is for one of the company's computerised air-tube conveying systems which will enable patients' records, pathology and blood samples, etc., to be transferred automatically between any of 84 send/receive stations within the hospital.

This is the first contract for a computerised ring-main air-tube system to be signed by Dialled Despatches in Australia.

While in Australia, Mr. Smith also trained the company's area agents in the specialised field of computerised control.

A similar trip to Canada is planned for one of the company's engineers early next year.



Inspecting densified wood billets for textile shuttle blocks produced by The Lignostone Co. Ltd. at Accrington and marketed by the associate company, Hardwood Dimensions Ltd., Manchester, are (left to right) Mr. R. A. Sevostianov and Mr. V. A. Perov of the Russian Wood Agency with Mr. D. J. F. Service, managing director of Lignostone Co. Ltd. The visit of the Russians, representing V/o Exportles, Moscow, the Soviet state timber exporting and importing organisation, stemmed from a 1969 contract for the supply of wood shuttle blocks to the USSR. There is now the possibility of further orders from Russia for hickory ski billets, densified wood ski edges and wood shuttle blocks.

Sales promotion trip

MR. GEOFF WEBB, sales manager, Hydrovane Compressor Co. Ltd., left recently on a sales promotion trip around the world. The main purpose of the trip is to attend the company's stand at the Sydney International Trade Fair and to promote compressor sales in Australia in co-operation with their distributor, H. P. Gregory Co. Ltd.

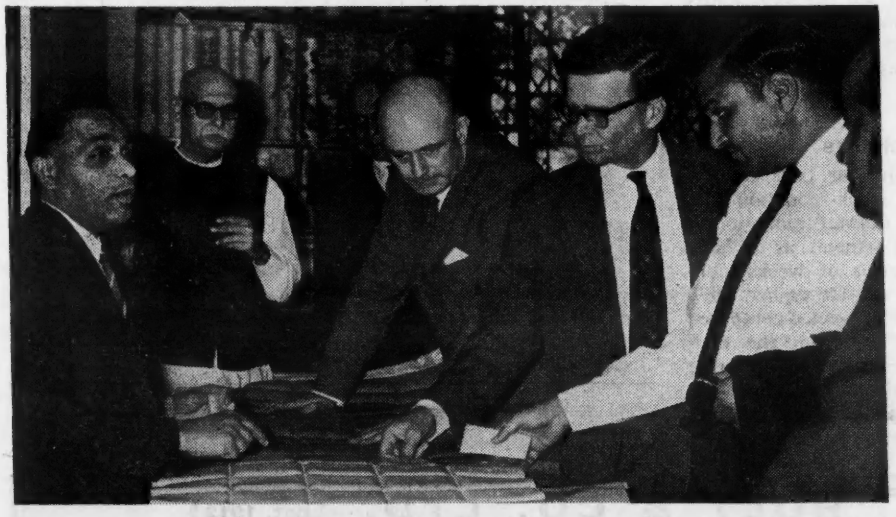
Mr. Webb will stay four weeks in Australia. He will then visit Johannesburg to progress sales in this important market and, on the return trip, will visit distributors in North America.

The visits are part of a planned programme of distributor support in markets overseas—Hydrovane personnel spend an average of 100 man-weeks overseas each year.

Export drive

As part of a continuing drive for export markets, Mr. D. Hembry, sales director of The British Steel Piling Co. Ltd., Claydon, Ipswich, left recently on a month's visit to the Middle East, India, Singapore, Malaysia, Australia and Japan. While in Australia he will attend the Melbourne Trade Fair, at which BSP are exhibiting.

Mr. M. J. Cummings, managing director, leaves shortly on a visit to America and Japan, where he will link up with Mr. Hembry.



During a recent tour of the Far East, Mr. A. M. Harral (overseas manager, Dunlopillo Division) and Mr. G. F. Bibby (commercial manager—development) visited the Pandit Bros., of New Delhi, one of the company's major customers in India. The purpose of the tour, during which they visited India, Malaysia, Singapore, Thailand, Australia and New Zealand, was to visit existing Dunlop installations and to advise on future plans in the foaming industry. Mr. Bibby and Mr. Harral (fourth and fifth from left respectively) are seen here with members of Pandit Bros. staff, examining a quilted foam panel.

EXPORT ORDERS

Hairpieces for Scandinavian men

A company which manufactures hairpieces for bald men, Gerry Rex Ltd., London, has established two companies in Sweden and Denmark, with head offices in Gothenburg and Copenhagen, which between them will cover the whole of Scandinavia. Each company has been called Gerry Rex Nordic and a Scandinavian sales manager and office staff have been appointed.

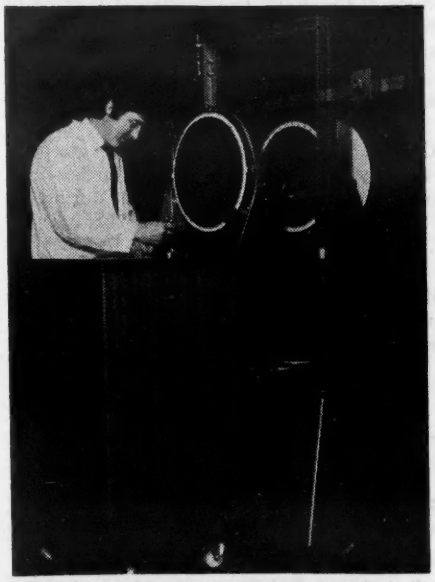
The estimated value of the market for men's hairpieces is half a million pounds.

Orders worth £84,000

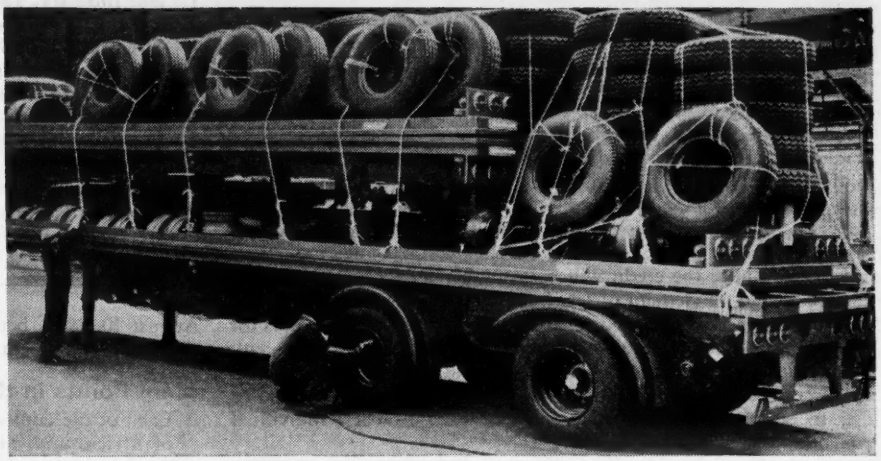
The British Steel Piling Co. Ltd., Claydon, Ipswich, announce orders worth over £84,000 for drilling rigs, spiral-weld steel-cased piles, double-acting hammers and a diesel hammer. The orders come from contractors and companies in Spain, Portugal and countries in the Middle East. For example, three contractors in Spain have each ordered a BSP 625 Terradrill—a direct result of a visit arranged for Spanish contractors to attend two 'open days' held at Ipswich earlier this year at which the 625 Terradrill was introduced to UK and overseas customers.

Production doubled

Irvine Martin (Plastics) Ltd., designers of Regent Street Christmas decorations for the past six years, have doubled production turnover in the first six months of this year. Much of this increased production is a result of orders for a number of industries, including car, furniture, display, caravan and toys. Advanced techniques in vacuum-forming and gilding are securing many more orders for the Martlesham Heath (Ipswich) factory.



Final positioning of the analyser assembly on a 15-in. diffuse light polariscope at the Bamber Bridge, Preston, works of Sharples Photomechanics. This large field polariscope, which is ideally suited for the experimental stress analysis of large structural models, is part of an export consignment, valued at around £3,500, of photoelastic equipment destined for the University of Lima, Peru. Photoelastic equipment designed and manufactured by Sharples Photomechanics is already in use at major educational establishments in more than 40 countries.



Recent export orders completed by the Brockhouse Organisation of West Bromwich include this semi-trailer 'package', bound for Sweden. The shipment, worth approximately £8,000, consists of a 12.5 m., 27,400 kg., 'Expediter' semi-trailer with tandem-axle bogie with steerable rear axle. On top are two 8.5 m. and one 12.2 m., three-axle, drawerbar trailer chassis in 'knocked down' form. The vehicles are being shipped via Immingham and Gothenberg to Sodetalje for onward delivery by Brockhouse Scandinavia A.B.

Romanian £550,000 order

A £550,000 order, for extrusion and mixing machinery for Romania, has been awarded to Francis Shaw & Co., engineers to the rubber and plastics industries, Manchester, against strong European competition.

The company will supply six continuous vulcanising lines for the insulating and sheathing of power cables with rubber and cross-linked polyethylene, and one Shaw-designed Intermix machine for the compounding and mixing of the rubber for the vulcanising lines.

The plant is to be installed at the biggest cable-making factory in Romania, at Bucharest, and deliveries will start next year and be completed in the first half of 1972.

Other recent orders have been received by the company from France, Belgium and Spain.

Medicines sales up 21 per cent

Exports of pharmaceuticals—antibiotics, vaccines, hormones, vitamins, etc.—in the first six months of this year, worth £82.357 million, show an increase of 21 per cent over the corresponding period of last year (£68.196 million). Imports, at £18.9 million, rose 16.5 per cent, but were held to less than a quarter of the value of exports.

Exports to the Commonwealth, worth £23.772 million, are up by nearly 23 per cent; exports to the EFTA countries, worth £10.888 million, are up by 24 per cent.

With more British pharmaceutical firms building new factories in the EEC countries there has been a slowing in the rate of expansion of exports from Britain. During the first six months of this year exports to the EEC countries totalled £14.426 million, an increase of 8.5 per cent. The earnings of these EEC subsidiaries will, however, contribute to UK 'invisibles' on an increasing scale.

Cements for Trinidad

Prodorite Ltd., chemical engineers and consulting contractors, Wednesbury, Staffs., have received an order to supply corrosion-resisting cements valued at £11,000 for use in the construction of power station chimney stacks at a large oil refinery in Trinidad.

Protection for electricity supplies

Brazil, Spain and Australia are the sources of recent orders totalling over £200,000 for automatic reclosers and sectionalisers received by Reyrolle, the switchgear member of the international power engineering group, Reyrolle Parsons Ltd. Automatic reclosers and sectionalisers are used for protecting electricity supplies on overhead line distribution systems, and Reyrolle have supplied them to supply authorities in more than 30 countries.

The order from Brazil was for 240 units, bringing the total ordered for the American continent to over 700.

Controls for refinery

Honeywell's Industrial Division has received an order worth approximately £150,000 for VutroniK miniature control instruments to be installed in a refinery now being built for Refineria de Petroleos del Norte, SA (PETRONOR), at Somorrostro, near Bilbao, on the Bay of Biscay. Petronor is a Spanish consortium, but includes Gulf Oil of the United States; it is primarily interested in oil refining in Spain.

The instruments will be manufactured at Honeywell's Uddingston factory in Scotland, and shipment is scheduled for later this year.

New record

Agricultural engineering exports totalled a record £130 million in the first six months of 1971, the Agricultural Engineers Association has announced. Mr. Peter Coleclough, AEA president, says: 'This is a good result and sets us well on the way to last year's record when the UK agricultural engineering industry exported £233 million worth of products, making it Britain's sixth largest exporting industry.'

£10,000 initial order

An initial order for disc ploughs, disc harrows, fertiliser distributors and trailers, valued at over £10,000, has been received by SKH Ltd., of Press, Whitchurch, Salop, from their newly appointed sole distributors in Nigeria, Rutam Ltd., of Lagos, who will cover the whole of Nigeria through five branches at various subsidiary depots.

TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

ECGD BACKS £3 MILLION CREDIT FOR ISRAEL: The Export Credits Guarantee Department has guaranteed the second £3 million line of credit made available to Israel this year, for the purchase of British capital equipment and associated services. Under the credit, negotiated by Charterhouse Japhet Ltd. with the Bank Hapoalim BM of Israel, Israeli buyers in both the private and public sector will be placing orders in the United Kingdom over the next 18 months for miscellaneous capital goods and associated services required for the continued development of Israeli industries.

Finance under the credit will be available for 90 per cent of the United Kingdom element of any individual contract of a minimum value of £20,000, at the fixed rate of interest agreed by the banks for ECGD-guaranteed medium-term business, currently 7 per cent. The balance, of 10 per cent, will be payable from the buyer's own resources. Terms of repayment of the loan will be over a period of five to seven years depending on the value of each individual contract, ie:

£20,000-£100,000 five years
£100,000-£250,000 six years
over £250,000 seven years.

Access to the credit is confined to ECGD Comprehensive policyholders unless contracts would normally qualify for Specific cover.

The other Israeli line of credit guaranteed by ECGD earlier this year, was made available to the Industrial Bank of Israel (IDBI).

Exporters requiring further information about this latest credit should address their inquiries to either the Export Credits Guarantee Department (Mr. I. Bonnett, Tel.: 01-606 6699), Charterhouse Japhet Ltd. (Mr. K. E. Fay or Mr. W. J. Haymes, Tel.: 01-606 3999) or the London Branch of the Bank Hapoalim BM (Mr. H. T. Reismer or Mr. H. Bergstein, Tel.: 01-600 0382/7).

ECGD BACKS £5.1 MILLION CONTRACT FOR RECLAMATION OF LAND AT DUBAI: The Export Credits Guarantee Department has signed a Buyer Credit Guarantee covering the financing of a £5.1 million contract awarded to Costain Civil Engineering Ltd. for the reclamation of 130 hectares of land at Dubai. Under a contract signed recently with the ruler of Dubai, His Highness Sheikh Rashid Bin Said Al Maktoum, Costain will construct a 13,000 ft. long seawall running northwards from the mouth of Dubai creek, on the opposite shore to the Port Rashid deepwater harbour currently being built by them. Reclamation, which is expected to commence shortly with completion scheduled in two years' time, will provide useful land for development purposes and also combat increased costal erosion. A loan of £2.8 million is being made available by Lloyds Bank Ltd., and is repayable over a period of five years from completion of contract.

KUWAIT AND SYRIAN ARAB REPUBLIC: Law No. 22/1971 dated June 14, 1971, ratified the Economic Agreement signed on August 10, 1969, between the Government of the State of Kuwait and the Government of the Syrian Arab Republic.

Main Points in the Agreement

1. Each of the contracting parties allows the free export or import of agricultural, animal and industrial products in addition to livestock and natural resources of local origin from or into the country of the other; provided that the local laws and regulations do not impose restrictions on such imports or exports.
2. The imports of the foregoing products shall be allowed entry free of customs duty.
3. A more favourable treatment shall be accorded by either party to the national products of the other.
4. For the encouragement of agricultural, industrial or constructional projects in both countries the two contracting parties shall extend all possible facilities for setting up combined companies or establishments with activities in all economic fields in each of the two countries.
5. Both Governments allow the investment of capitals of the citizens of either country in the country of the other, subject to the laws and regulations in force in that country.
6. Both parties will encourage tourism between the two countries.
7. The agreement is of five years duration, renewable for similar periods, unless a notice of the desire to terminate it is given by either party three months before the date of termination.
8. An arbitration Clause is provided in case of any dispute arising from the interpretation of this Agreement.

No further information is available. **EDB Ext. 420, 475**

CYPRUS AND HUNGARY: The Trade and Payments Agreement between Cyprus and Hungary has been renewed for a further year. The value of goods to be exchanged in each direction during the period March 6, 1971 to March 6, 1972, is £520,000. This is at the same level as last year. **EDB Ext. 471/2/3**

POLAND—DEVELOPMENT PLAN FOR 1971: Copies of a short note highlighting the main guidelines of the Polish Plan for 1971 are available to firms from the Commercial Relations and Exports Division. **CRE Ext. 2258, 3463**

EUROPEAN BUSINESS LAW

G. A. ZAPHIRIOU, LL.M. (London)

European Business Law is a new handbook for those managing commercial enterprises dealing with, or established in, the countries forming the European Economic Community. It provides basic information, sources and references, the object being to put businessmen and their legal advisers in a position to reach solutions to practical problems or, at the very least, to select the most promising line of approach. The business laws of the national legal systems involved are compared and contrasted, particular care having been taken to cover French and West German law in detail, and all aspects of trading under the European Economic Community Treaties are explained.

1970 *£3.75 net. Postage 15p*

SWEET & MAXWELL Mail orders to: North Way, Andover, Hants
Bookshop: 23 Chancery Lane, London WC2A 1LS

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations and Decisions which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these Regulations etc. may be seen on application.

Regulation (CEE) No. 1686/71 modifies the annexes of Regulation (CEE) No. 1014/71 in so far as it concerns the countervailing amounts applicable in the agricultural sector following the temporary widening of the margins for fluctuation in the currencies of certain member States (*Journal Officiel* No. L173 dated August 2, 1971).

Fruit and vegetables

Regulation (CEE) No. 1643/71 establishes a minimum price system applicable to the import of tomato purée coming from Greece (*Journal Officiel* No. L171 dated July 30, 1971).

Regulation (CEE) No. 1695/71 records a state of serious crisis in the market in pears (*Journal Officiel* No. L174 dated August 3, 1971).

Regulation (CEE) No. 1641/71 fixes the quality standards for table apples and pears (*Journal Officiel* No. L172 dated July 31, 1971).

Regulation (CEE) No. 1684/71 derogates, for the beginning of the 1971-2 marketing year, from common quality standards applicable to certain types of table apples (*Journal Officiel* No. L172 dated July 31, 1971).

Regulation (CEE) No. 1716/71 annuls Regulation (CEE) No. 1654/71 contained in the *Journal Officiel* No. L171 dated July 30, 1971, recording a state of serious crisis in the market in cauliflowers (*Journal Officiel* No. L176 dated August 5, 1971).

Fish and fish products

Regulation (CEE) No. 1705/71 relates to the import into the Community of fish products originating in Morocco (*Journal Officiel* No. L176 dated August 5, 1971).

Regulation (CEE) No. 1706/71 relates to the import into the Community of fish products originating in Tunisia (*Journal Officiel* No. L176 dated August 5, 1971).

Wines

Regulation (CEE) No. 1694/71 extends the period of application of certain transitional measures in the wine sector (*Journal Officiel* No. L174 dated August 3, 1971).

Flax and hemp

Regulation (CEE) No. 1708/71 relates to financing the intervention expenditure in the flax and hemp sector (*Journal Officiel* No. L176 dated August 5, 1971).

Hops

Regulation (CEE) No. 1696/71 sets up a common organisation in the markets in the hops sector (*Journal Officiel* No. L175 dated August 4, 1971).

Tobacco

Regulation (CEE) No. 1697/71 relates to financing intervention expenditure in the raw tobacco sector (*Journal Officiel* No. L175 dated August 4, 1971).

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Milk and milk products

Regulation (CEE) No. 1688/71 modifies Regulation (CEE) No. 757/71 relating to special procedures concerning the grant of aids for powdered skimmed milk intended for animal feedstuffs and skimmed milk processed into compound foods at the time of exportation (*Journal Officiel* No. L174 dated August 3, 1971).

Regulation (CEE) No. 1660/71 modifies Regulation (CEE) No. 1054/68 drawing up a list of bodies authorised to issue certificates to permit the entry of certain milk products coming from third countries (*Journal Officiel* No. L172 dated July 31, 1971).

Third countries	CCT. Nos.	
Rumania	ex 04.04 E I b)2 04.04 E I b)3 04.04 E I b)4	Tilsit
Bulgaria	04.04 E I b)3 04.04 E I b)4	
Hungary	04.04 E I b)3 04.04 E I b)4	

EDB Ext. 7174, 408

IMPORTS FROM NON-MEMBER COUNTRIES: Decision 71/279/CEE authorises France to exclude from Community treatment certain flags and paving, hearth and walled tiles (CCT. Nos. 69.07 ex A and B ex II and 69.08 ex A and B ex II) originating in Japan and freely circulating in the other member States (*Journal Officiel* No. L173 dated August 2, 1971).

EDB Ext. 7174, 408

COMMON CUSTOMS TARIFF: The *Journal Officiel* No. L173 dated August 2, 1971, contains the text of Decision 71/282/CEE authorising Belgium, Luxembourg and Holland to postpone the raising of their Tariff up to the Common Customs Tariff in so far as it concerns manufactured tobacco (CCT. Nos. 24.02 A, B, C, D).

EDB Ext. 7174, 408

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Journal Officiel* No. L171 dated July 30, 1971, contains the text of Regulation (CEE) No. 1642/71 partially suspending for the period June 1 to September 30 of each year, the Common Customs Tariff on fresh sweet oranges (CCT. No. 08.02 A I a).

The *Journal Officiel* No. L176 dated August 5, 1971, contains the text of Regulation (CEE) No. 1704/71 partially suspending for the period September 1 to December 31, 1971, the Common Customs Tariff on certain eels (CCT. No. 03.01 A II).

EDB Ext. 7174, 408

(*continued on next page*)

MANUFACTURERS *take the cost and difficulties out of exporting by appointing a reliable Exporter to handle your goods. Contact*

IRONSIDE LIMITED,
(ESTABLISHED 1922)
110 Cannon Street, LONDON, EC4N 6DU
Telephone: 01-623 0166 Telex: 885969 Cables: NORISIDE LONDON EC4

EUROPEAN COMMUNITIES

continued

EEC/SWISS TRADE AGREEMENT—QUOTAS: The *Board of Trade Journal* dated August 20, 1969 (page 527), contained an announcement about Regulation (CEE) No. 1492/69 which detailed an agreement between the EEC and Switzerland by which the EEC agreed to open an annual Community tariff quota at a nil rate of duty of 1,870,000 u.c. (u.c. = unités de compte—present value US$1) of value added for the re-import of certain textile goods which have previously been exported to Switzerland. The *Journal Officiel des Communautés Européennes* No. L176 dated August 5, 1971, contains the text of Regulation (CEE) No. 1707/71 setting up the quota for the period September 1, 1971 to August 31, 1972. The quota has been divided as follows:

(*a*) 1,650,000 u.c. for the processing of fabrics included in chapters 50 to 57 of the Common Customs Tariff.

(*b*) 143,000 u.c. for the twisting or the throwing, the cabling, the texturisation (whether or not combined with other processing) of yarn included in chapters 50 to 57 of the Common Customs Tariff.

(*c*) 77,000 u.c. for the processing of items included under the following headings of the Common Customs Tariff:

Tariff heading	Description of goods
58.04	Velvets, plush, boucle and chenille fabrics, excluding fabrics falling within Heading Nos. 55.08 and 58.05
58.05	Ribbons and bands, without weft, of yarn or fabric assembled by adhesive (bolducs), other than fabrics falling within Heading No. 58.06
58.07	Chenille yarn, gimped yarn (other than that falling within Heading No. 52.01 and gimped horsehair yarn); braids in the piece; other trimmings and ornamental trimmings, in the piece; tassels, threads, frogs, whorls, pompoms and the like
58.08	Plain tulle and plain knotted net fabrics
58.09	Figured tulle, tulle-bobinot and figured knotted net fabrics; hand or machine-made lace, in the piece, in strips or in motifs
60.01	Knitted or crocheted fabric, not elastic or rubberised, in the piece

1,700,000 u.c. of this quota has been allocated on the following basis:

Germany	1,070,000 u.c.
France	580,000 u.c.
Italy	20,000 u.c.
Benelux	30,000 u.c.

The remaining 170,000 u.c. will form a reserve available to member States who use 90 per cent or more of their original allocation. Further details of the allocation and of the conditions attached to the quota may be seen on application.

EDB Ext. 7174, 408

France

EXCHANGE CONTROL REGULATIONS: Amendments to French exchange control regulations came into force on August 4, and were published in the French *Journal Officiel* of that date. The range of goods covered by the forward purchase of foreign exchange is to be extended. Forward contracts of one month's duration are to be extended to three months' duration: contracts of three months' duration are extended to six months' duration. Importers may obtain currency for the payments of purchases for a period of up to one month before the payments are due instead of eight days as at present. French companies will be able to transfer funds more easily out of the country for direct investment.

Personal tourist travel allowances are increased from FF2,000 (£150) to FF3,500 (£260) with an additional FF500 in cash, with no limit on the number of journeys in one year. Business travel allowances of FF400 daily remain unchanged but the overall maximum is increased to FF8,000 per journey.

EDB Ext. 423, 408, 288

IMPORT REGULATIONS FOR CERTAIN FOODSTUFFS: The French *Journal Officiel* of July 31 published a notice setting out the customs duty, variable levies and maximum rates which apply from August 1 to certain foodstuffs in the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21,07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the descriptions have been omitted but can be seen in a condensed form in the *Export Intelligence Gazette* of June 29, 1970, page 1 and the *Board of Trade Journal* of July 1, 1970, page 27).

EDB Ext. 423, 408, 288

CUSTOMS TARIFF MODIFICATIONS: Further to EEC Regulation No. 1528/71 the French *Journal Officiel* of July 30 announced modifications to the French customs tariff with effect from August 1. The modifications affect tariff heading 11.02 (cereal groats, cereal meal and other cereal grains) and consequently amend the additional notes of Chapter 11 of the French customs tariff.

EDB Ext. 423, 408, 288

Belgium

MODIFICATION OF MAXIMUM SELLING PRICE OF PHARMACEUTICALS: In a notice published in *Trade and Industry*, page 443, of May 26, details were given of a Ministerial Decree published in *Moniteur Belge* of May 4, imposing reductions in maximum selling prices of pharmaceutical products in Belgium. Following strong representations from the Belgian trade this Decree has been amended to extend until October the grace period in which pharmacists need not mark down prices and a new Decree is to be issued to take effect from October 15. Under the terms of an agreement signed between the Minister of Economic Affairs and the pharmaceutical industry, 6 per cent reduction in prices is to be applied to a selection of each manufacturer's or importer's products representing either 50 per cent or 66 per cent of his pharmaceutical turnover, the choice of products being left to the firms. Firms with a 'reasonable' research programme in Belgium are to qualify for the 50 per cent figure and others for the 66 per cent. 'Reasonable' has not yet been defined.

EDB Ext. 288, 408, 423, 7175

Spain

DUTY-FREE IMPORT QUOTAS—NEWSPRINT AND CHEMICAL PULP: In the *State Gazette* of August 3, the Spanish authorities announced a duty-free quota valid until December 31, 1971 on the following:

Tariff heading	Description	Quota in tons
48.01-D.3.c.1	Newsprint for daily newspapers, water-marked	35,000
47.01-B.1.b } 47.01-B.2.a }	Chemical sulphate and bisulphite bleached pulp	17,000

EDB Ext. 462

CUSTOMS TARIFF REVISION—IRON AND STEEL MANUFACTURES: The Spanish *State Gazette* of July 31, announced a complete revision of import duties for Chapter 73 (Iron and steel

EEC/EFTA Information Unit at DTI

THE EFTA Information Centre at the Department of Trade and Industry has now been expanded into the EEC/EFTA Information Unit.

EEC Information: The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter where this is known.

EFTA Information: The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries Ext. 2479 or 3579, EFTA Inquiries Ext. 2479 or 2480.

manufactures) together with some changes in the description of certain subheadings. These revisions are effective from August 1. A copy of the decree in the original Spanish is available for inspection pending translation.

EDB Ext. 462

ANTI-DUMPING DUTIES—POLYETHYLENE: In a Resolution of July 28, the Spanish Ministry of Commerce established as from August 3, the following supplementary anti-dumping duties:

Tariff heading	Description	Countries	Anti-dumping duty Pesetas per kilo
39.02.02	High density Polyethylene (of more than 0.940 g./ml) in liquid, pasty, blocks, lumps, powders, granules, flakes and similar bulk forms		
		Italy	6.00
		Belgium	6.00
		U.K.	6.20
		Canada	6.00
		U.S.A.	6.20
		Japan	6.50
		Germany	6.00
		France	6.00
39.02.01	Low density Polyethylene (up to 0.940 g./ml) in liquid, pasty, blocks, lumps, powders, granules, flakes and similar bulk forms		
		France	2.50
		Belgium	2.50
		Germany	2.50
		Holland	2.50
		Italy	2.50
		Austria	4.50

These anti-dumping duties are provisional and will be an additional charge to the normal Customs duties. Once a final decision has been taken as to whether or not anti-dumping duties must be levied on importation of the goods, the payments made will be considered as definitive or returned in full or in part.

EDB Ext. 462

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of August 4 announced the suspension of import Customs duty until October 31 on the following goods:

Tariff heading	Description
03.01-A	Tunny and other tunas, frozen
03.02-A	Cod fish
04.01	Milk and cream, not concentrated or sweetened
09.01-A	Coffee, not roasted
12.01-B.3	Soya beans
12.03-B.2	Sainfoin, lucerne, bent-grass, canary-grass, orchard-grass and fescue seeds
12.03-B.3	Aubergine, onion, bean, melon and water-melon seeds
12.03-B.4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds
12.03-B.5	Sugar-beet seeds
18.01-A	Cocoa beans, whole or broken, raw
23.01-A	Flours and meals of meat and offals, greaves
23.01-B	Flours and meals of fish
29.23-D.1	Glutamic acid and its salts
Ex 38.11-B.2	Selective weedkillers, except those derived from 2–4 Dichlorophenoxyacetic acid and chlorate
87.01-B.1	Track-laying tractors up to 6,000 cc inclusive

EDB Ext. 462

Greece

PRICE CONTROL: It has been announced in the Greek *Official Gazette* that the existing regulations on price control have been given the status of a law and under this new law any proposed price increase now needs the prior approval of the Ministry of Trade. The law is to remain effective until December 31, 1971, as a trial period.

EDB Ext. 420, 475

A big repeat order for loading shovels for Greece from Muir-Hill Ltd., the Gloucester earthmoving equipment company of the Babcock & Wilcox Ltd., Group. The order, issued by the Engineering Division of the Greek Ministry of Defence, is for 28 Muir-Hill B6000 2 cu.yd. capacity loading shovels, primarily for use on road construction, and is worth, with spare parts, in the order of £250,000.

Denmark

TARIFF CHANGES: The Danish authorities have announced duty exemptions on the following items from July 1, provided that the goods are not manufactured in Denmark or are manufactured in insignificant quantities only.

B.N. Heading	Description of goods
84.11.500	Blowers
ex 85.01	Electric motors
ex 85.19	Relays
ex 85.19.101-103 and 107	Switches and changeover switches
	} intended for the manufacture of photo and thermo-copying apparatus
84.58.900	Coin-sorting mechanism intended for the manufacture of automatic vending machines
87.03.009	Road sweeper lorries

EDB Ext. 458, 459, 461

Italy

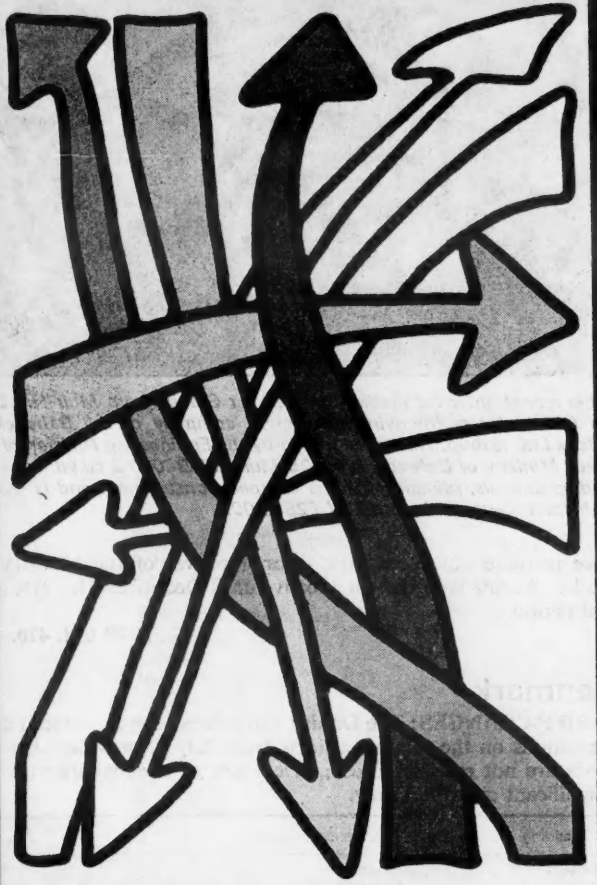
FROZEN FOODSTUFF REGULATIONS: The Italian *Gazzetta Ufficiale* of July 15 published four ministerial decrees implementing Law No. 32 of January 27, 1968, relating to frozen foods for

(*continued on next page*)

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1.
Telephone: 01-486 4871 (7 lines) *Telex:* 22794 *Cables:* ENGLEXPORT London
We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS.

PARKER

INTERNATIONAL



Parker International Transportation-

the right move to make!

The complete international transport service.

World wide coverage.

Personal service on all contracts and shipments – whatever the size.

PARKER

International Transportation Services Ltd

Marine Wharf, Plough Way, London S.E.16. Tel. 01-237 3535 Telex 886715

Globe Works, Globe Lane, Dukinfield, Manchester. Tel. 061-330 7421 Telex 668974

A Parker International Company

Eleven marine pumps and two marine 'Seaway' sewage units manufactured by the pump and compressor division of Hamworthy Engineering Ltd., of Poole, Dorset—a member of the Powell Duffryn Group—have been delivered direct to a Swedish shipyard in 72 hours, instead of the average two to three weeks taken by previous methods. Picture shows the Hamworthy lorries arriving at Gothenburg.

ITALY

continued

retailing. The first decree lists the types of frozen foods covered by the decrees (whether animal or vegetable), the second determines freezing conditions, the third stipulates methods of transport and the fourth concerns methods of manufacture, labelling and importation of the goods. The first two decrees will be effective 90 days after publication (ie on October 13) and the last two 180 days (ie on January 11, 1972).

EDB Ext. 466, 467, 482

Israel

SEMI-LIBERALISED LIST OF IMPORTS: The Israeli authorities have announced the following addition to the semi-liberalised import list:

Tariff No.	Description of goods
84.45 7000 84.46 4000 84.47 4000 84.59 1021	Table electric sharpening machines and grinding machines whether imported with a platform or a table or without, with an axle protruding from both ends for the purpose of fitting sharpening stones, brushes or other interchangeable tools, provided the weight of such grinding or sharpening machines (without the stones, brushes or other tools and without the platform or table) does not exceed 50 kilos.

LIBERALISED IMPORT LIST: The Israeli authorities have announced the following amendment to the Free Import Order Schedule:

Item 97.03 shall be superseded by:

97.03 Other toys, excluding dangerous toys of the following kinds:

which discharge or fire an object which are liable to cause damage or which cause an explosion;

which are made in the form of weapons or ammunition and which look like real weapons or ammunition;

which are liable to cause damage or annoyance by means of the emission of liquids, tearfulness, itchiness, sneezing, noise, air pollution or any other annoying or harmful consequences.

EDB Ext. 420, 475

PURCHASE TAX: The Israeli authorities have announced amendments affecting the following items:

Electrically operated portable torches

Plates, sheets, foil, strip or film, reflectors of the kind used by motor vehicles, of plastic material

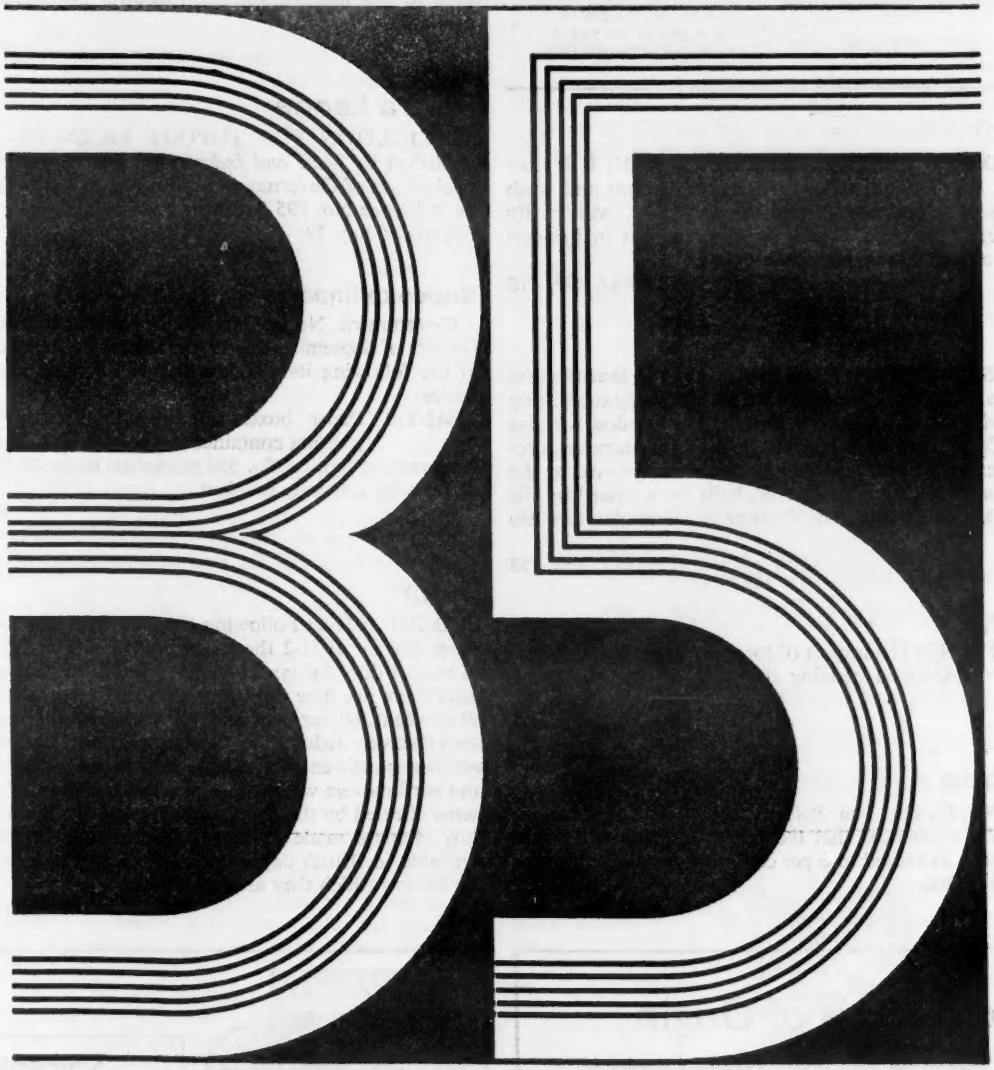
Parts and accessories for vehicles of any kind whatsoever, operated by a motor

Reflectors for motor vehicles.

EDB Ext. 420, 475

(continued on page 366)

THE TRADE FAIRS THAT MATTER CAN BE COUNTED ON THE FINGERS



LEVANT FAIR. BARI

BARI 9th-20th SEPTEMBER 1971

THE MOST IMPORTANT APPOINTMENT
IN SOUTHERN ITALY AND IN THE MEDITERRANEAN

ISRAEL
continued

EXCISE DUTY: The Israeli authorities have announced an amendment to Tobacco Excise Order.
Excise Order. Item 3 now reads as follows:

	Rate of duty
Cigarettes of Virginia tobacco—excluding those in packets containing more than 20 cigarettes retailed—	
(a) In hingelid type or similar packets	each packet IL 0.9425 plus 65% of that part of the price which exceeds IL 1.45
(b) Other	
(1) without wrappings of cellulose or the like	each packet IL 0.7150 plus 65% of that part of the price which exceeds IL 1.10
(2) without wrappings of cellulose or the like	each packet IL 0.3575 plus 65% of that part of the price which exceeds IL 0.55
(3) Other	each packet IL 0.8775 plus 65% of that part of the price which exceeds IL 1.35

Abu Dhabi

CERTIFICATION OF CERTIFICATES OF ORIGIN: It is now understood that Abu Dhabi's office for Public Relations and Arab Affairs, 7th Floor, 9 Berkeley Street, London, W.1, will certify certificates of origin for Abu Dhabi. Arab Embassies in London may still, however, certify these documents too.

EDB Ext. 420, 475

Tunisia

CERTIFICATES OF ORIGIN: It has been brought to the attention of the Department that some exporters are unnecessarily submitting certificates of origin to the Tunisian Embassy in London for visa authorisation. Certificates of origin although a statutory requirement for goods exported to Tunisia do *not* have to be visaed by the Tunisian Embassy, but they do, however, have to be visaed by the suppliers or a British Chamber of Commerce. Consular fees are not required.

EDB Ext. 420, 475

UAR (Egypt)

IMPORTS OF FILMS: The import of foreign films into Egypt has been temporarily suspended pending the issue of new rules and regulations.

EDB Ext. 420, 475

Mozambique

TARIFF AMENDMENT: The *Boletim Oficial de Mozambique* No. 85 of July 22, announced that the import duty on 85.15 subheading 03 has been increased to 6 per cent *ad valorem*. No further information is available.

EDB Ext. 460/1

Angola

AMENDMENTS TO RATES OF CONSUMPTION TAX: The *Boletim Oficial de Angola* No. 167 of July 17 published the following amendments to the consumption tax on BN headings 22.01 and 22.02:

Heading	Description of goods	Contents in ounces (0.295 decilitres)	Rate of tax in Escudos
Ex 22.01.02	Aerated waters (soda), per bottle ..	6.5, 7, 10 and 12	0.90
Ex 22.02.01	Refreshing drinks, per bottle ..	20, 26 and 28	1.40

EDB Ext. 460/1

TARIFF AMENDMENT: Portuguese *Diario* No. 156, First Series, of July 5, announced that the import duty on BN 63.01 (old clothing and other textile articles) in the Angolan tariff has been amended from a specific to an *ad valorem* duty of 40 per cent. In addition, the note to this heading has been deleted. No further information is available.

EDB Ext. 460/1

Sierra Leone

APPLICATION FOR IMPORT LICENCES, 1971: A notice published in *Trade and Industry* of July 22 (page 155) announced publication of Government Notice No. 597. The following Government Notice No. 695 had now been published in the *Sierra Leone Gazette* of July 29:

Notice to importers

Government Notice No. 1035 published in the *Sierra Leone Gazette* of September 25, 1970, is hereby amended by the addition of the following item to the list of items referred to in the said notice:

642-110 Paper boxes not including paper bags and other packing containers or paperboard

Government Notice No. 597 published in the *Sierra Leone Gazette* of June 24, is hereby revoked.

EDB Ext. 471/2/3

India

BUDGET 1971-2: Following the announcement of the full Budget proposals for 1971-2 there has been a rationalisation of the rates of import duty for goods entering India. Instead of seven different rates there are now only four standard rates of duty, 30 per cent, 40 per cent, 60 per cent and 100 per cent, although some of these are effectively reduced by Government notification. All machinery will henceforth enter at 30 per cent including agricultural tractors and earthmovers which were previously exempt. Full details of the items affected by the rationalisation and the limited range of other duty changes made in the Budget, mainly on excise duties, are available to British exporters on request. Inquirers should specify the item in which they are interested.

EDB Ext. 420, 475

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD,
39, Waterloo Road, London, NW2 7TT *Tel.:* **01-452 9861 (3 lines)**

CAMEROUN

CAMEROUN TIMES, Tuesday, Thursday and Saturday in English; type area: 40 cm, × 30 cm,; Rate, per Page, C.F.A. Fr. 55,000.

CHANCE, Monthly Magazine in English and French—1st issue Jan. 1969, 10,000 copies; type area: 340 × 250 mm; Rate. Page C.F.A. Frs. 50,000.

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
£1.50 plus Post 15p.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Australia

SPECIAL ADVISORY AUTHORITY INQUIRY—WOVEN MAN-MADE FIBRE FABRICS: The Australian Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of woven man-made fibre fabrics (tariff items 50.09.900, 50.10.900, 51.04.500, 51.04.900, 55.09.410, 55.09.429, 55.09.432, 55.09.439, 56.07.920, 56.07.990, 59.08.200. Details of these tariff items are obtainable from Export Data Branch, Ext. 401, 468 or 469.

The Special Advisory Authority is required to report within 30 days of the date of the reference (in this case by September 8, 1971). In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447). Any inquiries about this notice should be addressed to the Commercial Relations and Exports Division, quoting reference No. CRE 1778/71.

CRE Ext. 2318, 2319

DUMPING TARIFF BOARD INQUIRY RESULT—ACETYLSALICYLIC ACID: A notice was published in the *Board of Trade Journal* of January 7, 1970, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on acetylsalicylic acid (tariff item 29.16.100). The inquiry has now been completed and as a result dumping has been confirmed and dumping duties imposed retrospectively from January 12, 1970. Further details will be published as soon as possible.

EDB Ext. 401, 468, 469

New Zealand

EMERGENCY PROTECTION AUTHORITY — ADHESIVE PAPER: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of cast coated self-adhesive paper in sheets of 300 sq. in. or more (tariff item No. 48.07.18 and 48.07.19). The Emergency Protection Authority is required to report to the Minister by September 13, 1971.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Reference No. CRE 3066/71.

CRE Ext. 2321

Philippines

IMPORTS TO BE COVERED BY LETTERS OF CREDIT: The Central Bank announced that all imports shall henceforth be covered by letters of credit and importation by means of documents against acceptance and open account arrangements shall only be allowed as follows:

1. To firms with a history of regular D/A and/or O/A arrangements as of February 21, 1970.
2. Goods in transit which had left their port of origin on or after July 28.

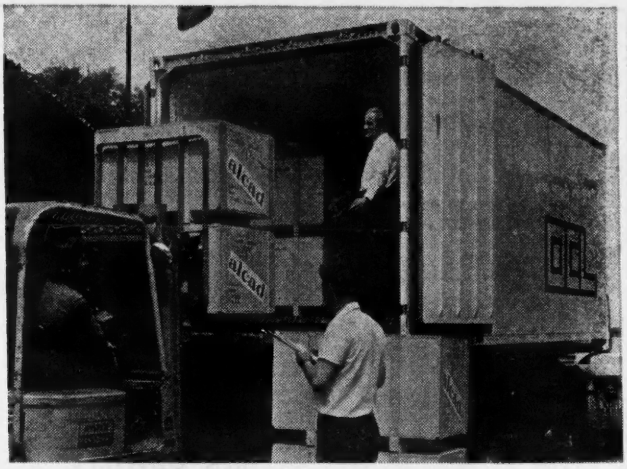
Any D/A or O/A transaction having a payment maturity longer than 360 days shall be subject to prior Central Bank approval.

EDB Ext. 468, 469 or 401

Chile

FOREIGN EXCHANGE—EXPORTS: An announcement has been made by the President of the Central Bank to the effect that Chilean importers in future will not be allowed to make a forward exchange contract with their bankers to cover imports until the goods have been 'entrados efectivamente al pais, es decir, hasta que se hayan nacionalizado'—which until details are received is thought to mean until after the goods have been cleared through customs. The indications point, therefore, to exporters having to wait longer than the usual 80 days for payment. Details will be published as soon as they are received.

CRE Ext. 2289



A 12-ton Alcad nickel cadmium battery, intended for emergency duty in the Sydney Opera House, has been exported to Australia by Alkaline Batteries Ltd., of Redditch. The consignment totalled 26 crates made of Weyroc chipboard. ABL who export nearly 50 per cent of production, have found that Weyroc has enabled simplification and cost savings to be made in jig cutting and assembly.

Andean Pact

TREATMENT OF FOREIGN CAPITAL: Under Decree No. 1029 issued on July 13 the Ecuadorean Government has listed the sectors and enterprises for which it wishes to make exception under

(*continued on next page*)

For practical advice on New Zealand and the South Pacific ask the largest trading and only indigenous Bank in New Zealand

Bank of New Zealand

(Incorporated with limited liability in New Zealand 1861)

BNZ – will advise on buying and selling, investment, transfer of money – in fact, on any matter within the sphere of banking.

London Main Office: 1 Queen Victoria Street, EC4.
West End Offices: 54 Regent Street, W1.
30 Royal Opera Arcade, SW1. (New Zealand House Building)
Over 400 offices throughout New Zealand
Head Office: P.O. Box 2392, Wellington.
Also at Melbourne and Sydney (Australia)
Suva, Lautoka, Labasa, Nadi (Fiji)
Represented in Western Samoa
by the Bank of Western Samoa.
Representative office in Tokyo.

Automated control...

Just another feature of a fast, modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS and SOUTH and EAST AFRICA.

WE CARE FOR YOUR CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool, LZ8UF and Fountain House, Fenchurch Street, London, EC3M 5EE

ANDEAN PACT

continued

Article 44 of Decision 24 (as amended by Decision 37), the Andean Pact Statute on the Treatment of Foreign Capital. The exceptions are as follows:

(*a*) Basic product sector (e.g. the oil industry)
(*b*) Public service sector
(*c*) Sector of insurance, banking and other financial institutions
(*d*) Domestic transportation and publicity companies, commercial broadcasting stations, television channels, newspapers and periodicals
(*e*) Firms engaged in domestic marketing of products of all kinds.

CRE Ext. 2288

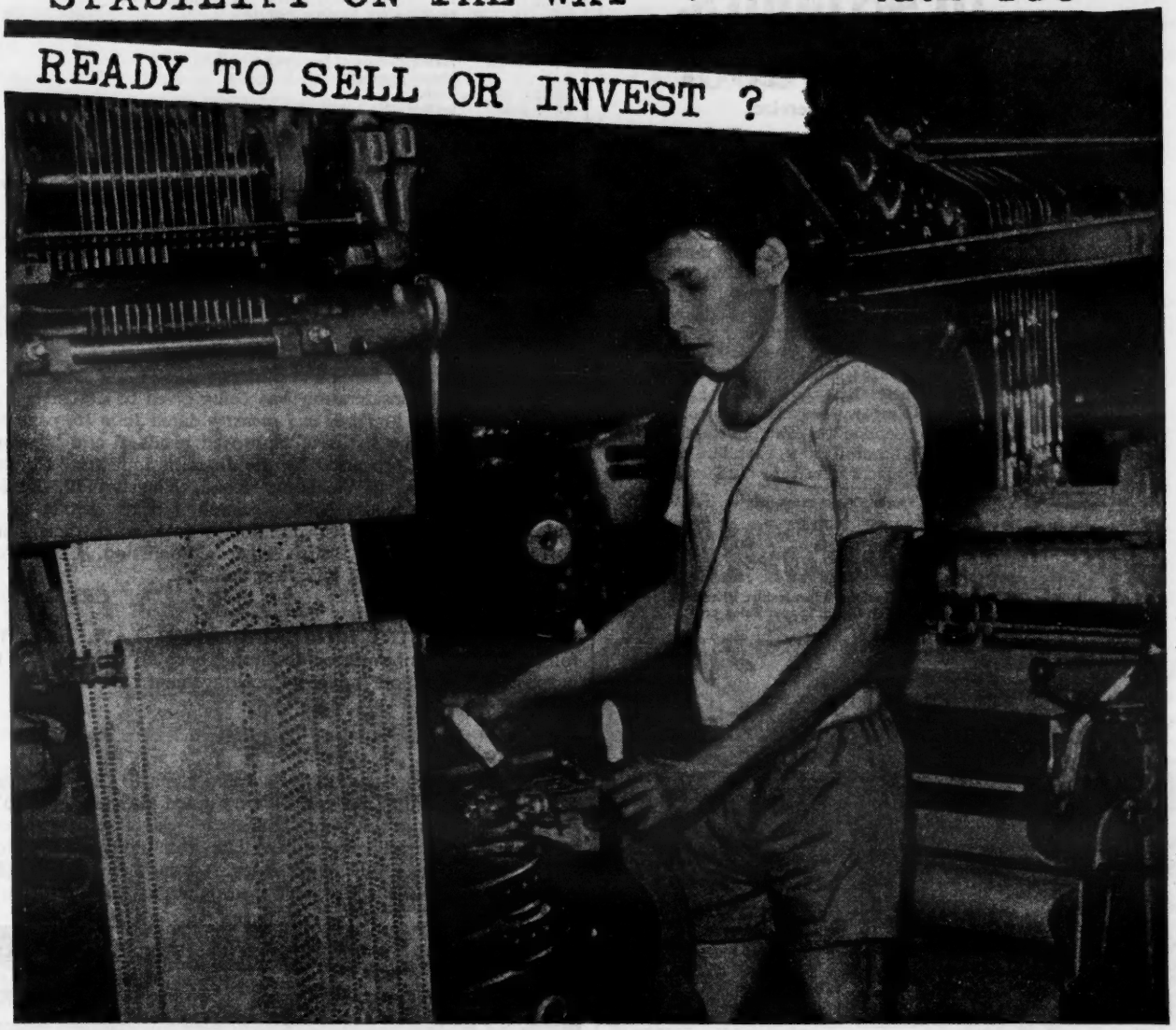
Mexico

IMPORT DUTY AND TARIFF AMENDMENTS: There have been a number of amendments to the Mexican Tariff and also to the rates of import duty. The tariff numbers affected are set out with the amendments as follows:

Tariff No.	Description	Rate of duty Specific	+ *Ad Val*
03.01.A.011	Live fish, when the importers are included in a fishery programme that is approved by the Secretary of State for Industry and Commerce	Free	2%
03.01.A.012	Live fish when not included under the heading 03.01.A.012	Free	100%
08.12.A.002	Dried prunes	Free	73%
08.12.A.004	Apricots (damsons) without stone or core	Free	62%
08.12.A.006	Peaches without stone or core	Free	114%
08.12.A.008	Pears	Free	53%
12.01.A.999	Others	Free	90%
12.07.A.999	Others	Free	30%
25.13.A.005	Natural corundum	Free	33%
28.03.A.001	Deleted		
28.03.A.002	Acetylene black	Free	15%
28.03.A.999	Others	Free	20%
28.14.A.999	Others	Free	24%
28.17.A.001	Sodium hydroxide (caustic soda) liquid	Free	19%
28.17.A.002	Sodium hydroxide (caustic soda) solid	Free	19%
28.42.A.008	Deleted		
28.42.A.009	Deleted		
28.42.A.010	Bicarbonate of soda	Free	15%
28.42.A.011	Deleted		
28.52.A.004	Deleted		
28.52.A.011	Deleted		
28.52.A.014	Cerium fluoride or cerium oxide; fluorides or oxides of rare earth metals containing a minimum of 40% of cerium fluoride or cerium oxide	Free	28%
28.13.A.013	Acetylacetone	Free	19%
29.13.C.010	Deleted		
29.13.E.005	Antraquinone	Free	18%
29.15.A.004	Deleted		
29.15.A.005	Deleted		
29.15.A.011	Adipic acid	Free	20%
29.15.A.012	Terephthalic acid	Free	15%
29.15.C.017	Deleted		
29.15.C.018	Deleted		
29.15.C.019	Deleted		
29.15.C.020	Deleted		
29.15.C.021	Deleted		
29.15.C.023	Deleted		
29.15.C.024	Deleted		
29.15.C.025	Deleted		
29.15.C.028	Deleted		
29.15.C.029	Deleted		
29.15.C.030	Deleted		
29.15.C.031	Deleted		
29.15.C.032	Deleted		
29.15.C.033	Deleted		
29.15.C.034	Deleted		
29.15.C.035	Deleted		
29.15.C.036	Deleted		
29.15.C.037	Deleted		
29.15.C.038	Deleted		
29.15.C.039	Deleted		
29.15.C.041	Deleted		
29.15.C.046	Esters of phthalic acid	Free	35%
29.16.E.008	Ethyl phthalate of ethyl glycolate	Free	35%
29.16.E.018	Methyl Hydroxybenzoate	0.20	25%
29.19.A.999	Others	Free	24%
29.22.A.051	Chlorohydrate of 1- dimethylamine -2-chloroethane	Free	20%
29.22.A.999	Others	Free	20%
29.23.A.074	Phosphoroildimethylaminethanol	Free	35%
29.24.A.052	Dimethyl-Phenylbenzyl-amonium-disulfonic acid	0.50	15%
29.25.A.041	N-(beta-hydroxyethyl)-N-(p-(4' -nitro)-phenoxy Benzyl) dichloro-acetamide or its etoxy derivatives	Free	15%
29.31.A.006	N-tricloromethylmercaptan-4-cyclohexene-1, 2-dicarboximide	Free	3%
29.31.B.014	4-4-Diisoamyloxitolocarbanaline	1.00	15%
29.35.B.133	Chloride of 1, 2-dichloropropyl pyridin	Free	15%

(*continued on page 370*)

DATELINE INDONESIA + + + ECONOMIC STABILITY ON THE WAY + + + ARE YOU READY TO SELL OR INVEST ?



The new government is certainly ready. Waiting to do business with you. The opportunities are immense. They want capital goods and much else. One sure sign of stability: the Hongkong Bank Group have reopened their branch in Djakarta. They know the facts. With this and their branches in 30 other countries, they have a healthy start for accurate assessments and reliable forecasts. All you should know about the economic situation of the country is set out in their booklet.

Write for the special booklet on Indonesia to the address below.

THE HONGKONG BANK GROUP

9 Gracechurch Street London EC3V 0DU

UK to the Continent in 48 hours*, door to door

complete container service

Geest containers Geest transport and Geest people operating this unrivalled service

Highly competitive inclusive rates, unrivalled reliability, and delivery normally within *48 hours anywhere within 200 miles of Rotterdam. And we collect from you, handle documentation too! This is the no-worry daily container service for exporters. If you have small loads groupage facilities are at these centres: Barry, Birmingham, Glasgow, Ipswich, Liverpool, London, Southampton and South Kirkby (Yorkshire). The facts . . . call any number listed.

*parts of Germany may take a little longer.

GEEST LINE

Spalding Lincolnshire PE11 2AL
Tel: Spalding 3901 Telex 32235

AREA OFFICES

No. 2 Dock, Barry, Glamorgan
Tel: 044 62 78131. Telex 49428.

Byng Street, Bootle, Liverpool
Tel: 051 922 6760.

No. 3 Transit Shed, Cliff Quay, Ipswich, Suffolk
Tel: Ipswich 55032
Telex 98173

Langthwaite Grange Industrial Estate, South Kirkby, Pontefract, Yorkshire
Tel: South Elmsall 3333
Telex 557360

Killick, Martin & Company Ltd
Crown House, Linton Road, Barking, Essex
Tel: 01-594 7191
Telex 897886

Killick, Martin (Southampton) Ltd
100 Canute Road, Southampton SO1 1AG
Tel: Southampton 32711
Telex 47444

Killick, Martin (Birmingham) Ltd
St. Martin's House, Bull Ring, Birmingham 5.
Tel: 021 643 9051 Telex 338807

R. M. Beveridge & Co. Ltd
14 St. Vincent Place, Glasgow C1
Tel: 041 221 3615 Telex 778118

54 Commercial Street, Dundee
Tel: Dundee 22131

64 Constitution Street, Leith, Edinburgh 6
Tel: 031 554 1557.

Station Road, Grangemouth, Stirlingshire
Tel: Grangemouth 5921

MEXICO
continued

Tariff No.	Description	Rate of duty Specific	+ *Ad Val*
29.35.B.134	Bitartrate of 1-methyl-4-amino-N-phenyl-N-(2-Phenyl) piperidine	1.00	15%
29.35.B.135	P-chlorophenyl piridyl dimethylaminoethyl acetonytrile	Free	15%
29.35.B.999	Other	Free	20%
29.35.C.172	6-(1-Methyl-4-nitro-5-imidazolyl) thiopurine	Free	15%
29.35.C.178	N1 : N2 decomethylen-N4 : N4 decamethylen-bis-4-aminoquinaldine diacetate	Free	15%
29.35.C.222	2-(beta-chlorethyl)-2, 3 dihydor-4-oxo (benzy-1, 3-oxazine)	Free	16%
29.35.C.223	Methobromide of N-methyl 3 piperadyl phenyl glycolate	1.00	15%
29.35.C.999	Others	Free	35%
29.35.D.027	5-chloro-1 : 3-dihydro-1-methyl-5-phenyl-2H-1 : 4-benzodiazepine-2-one or 7-chloro 1, 3-dihydro-3-hydroxy-1-methyl-5-phenyl -2H-1, 4 benzodiazepine-2-one	Free	15%
29.35.D.036	Dehydracetic acid	Free	15%
29.35.D.999	Others	Free	25%
29.36.A.080	6-Sulphanilamide-3-chloropiridazine	1.00	15%

EDB Ext. 7312, 474, 476

Jamaica

INDUSTRIAL INCENTIVES LAW, 1956; The following products have been declared 'approved products' for the purposes of the Industrial Incentive Law, 1956:

Tropical aquarium fishes and oysters.

A notice that consideration was being given to designate these products appeared in *Trade and Industry* dated June 16, page 599. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

CRE Ext. 2627

EXPORT INDUSTRY ENCOURAGEMENT LAW, 1956: The following products have been declared 'approved products' for the purposes of the Export Industry Encouragement Law, 1956:

Pectin
Naringin
Hesperedin.

A notice that consideration was being given to designate these products appeared in *Trade and Industry* dated March 10, page 570. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial

A British design office, Allied International Designers, has just completed an image and design programme for The Worcester Five Cents Savings Bank, which operates in Worcester County, Massachusetts. The designers recommended that the name be changed to Consumers Savings Bank, and developed a new visual identity, applying it to everything from bank signs to branch interiors, uniforms for staff, all stationery and forms, down to matchbooks.

Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

CRE Ext. 2627

United States

FLAMMABILITY STANDARD—CHILDREN'S SLEEPWARE: *Trade and Industry* on December 9, 1970, gave notice of a proposed new standard to protect young children against the flammability of sleepware garments. After consideration of comments received the Secretary of Commerce has announced details of the standard which will become effective on July 29, 1972. At the end of this period, all goods produced which do not comply must be labelled to that effect. All goods manufactured 24 months after promulgation are required to comply.

EDB Ext. 455/6/7

Canada

LABELLING OF FOOD, DRUGS AND COSMETICS IN PRESSURIZED CONTAINERS: A notice in *Trade and Industry* of April 21 referred to proposed new regulations requiring that pressurised containers carry specific precautionary warning symbols and statements. The regulations have now been incorporated into the Food and Drug Regulations by Order in Council P.C. 1971-1258 of June 23, 1971. Copies of the relevant amendments are available to British exporters on application.

EDB Ext. 455/6/7

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

GAMLEN CHEMICAL CO. (UK) LTD

FUEL OIL ADDITIVES
LIQUID AND POWDERED DEGREASANTS
ELECTRICAL CLEANING SOLVENTS
DESCALING LIQUIDS AND COMPOUNDS
WATER TREATMENT CHEMICALS ETC

WALLINGFORD ROAD, UXBRIDGE, MIDDX. Tel. Uxbridge 32412

BRANCHES THROUGHOUT THE U.K.

To advertise in
Trade and Industry
Incorporating the Board of Trade Journal
telephone
01-248 9876
extn. 6147/8
rate card from
HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

POCKLINGTON & JOHNSON LIMITED
PRECISION SPRING MANUFACTURERS
in wire and flat strip section material

Registered Office:
74 Bridge Road East, Welwyn Garden City, Herts.
Phone: Welwyn Garden 23845-9

London Office:
111 Clerkenwell Road, London, E.C.1.
Phone: 01-405 2468

Experience with special and orthodox materials
Quantity range from 'one off' to bulk production
Technical advice given without obligation
Inquiries answered without delay.

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance, Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry—J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3571 (6 lines). Telex: 45286.

USED COMMERCIAL VEHICLES FOR EXPORT. Comprehensive range of used British lorries and tippers available for fast shipment. IENGAR & CO. LTD., 3 High Street, Slough, Bucks, England. Telephones: Slough 29176/7. Cables: Hindtrades Slough. Telex: 847123 IENGARCO.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel. 01-769 0308/5960.

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

Jeune homme, 26 ans, correspondancier de langue française désire travailler en Angleterre, Ecosse ou Pays de Galles. Expérience en Achats & Import-Export. Bonnes notions de langue anglaise qui serait rapidement assimilée. Emploi idéal serait Export Manager vers pays langue française ou emploi similaire.
Ecrire Box M. 12136

Subscription form for Trade and Industry

To Her Majesty's Stationery Office:

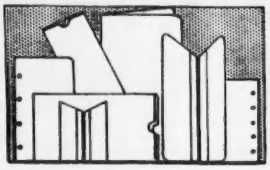
London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: 50 Fairfax Street

Enclosed please find £7.60
being one year's subscription to
TRADE AND INDUSTRY
(incorporating the Board of Trade Journal)
The copy should be sent to:

Name .....

Address .....

.....



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, N.W.10
Telephone: 01-459 5277

E. W. Kendall & Co. Ltd.

FOR
CIRCULAR SAW BLADES
BANDSAW BLADES
CIRCULAR KNIVES
GROOVING SAWS
MACHINE KNIVES
AND
ALL WOODWORKING ACCESSORIES

write *212-214 Ravenscroft Road*
or *Beckenham, Kent.*
telephone *Telephone: 01-778 3957/4353*

TEESDALE TOOLS LTD.

DESIGNERS & MANUFACTURERS OF PRECISION ENGINEERING TOOLS & EQUIPMENT

A specialist service to airlines for all engine overhaul tools and ground support equipment

192 OVERNDALE ROAD, DOWNEND, BRISTOL BS16 2RJ
Telephone: 654283

Introducing the well-known range of

Lucy Harding

QUALITY PLASTIC WARE

Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes.

Prices and Catalogues from

COPE ALLMAN PLASTICS LTD.,
Fitzherbert Road, Farlington, Portsmouth, Hants. Tel. Cosham 70102

AUTOMATED FEED PLANTS — FROM 2 TONS/HR. TO 15 TONS/HR.

1969

THE QUEEN'S AWARD TO INDUSTRY
TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD. FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED PLANTS

PRODUCING
high quality animal feeds in continuous flow production with low capital outlay and negligible running cost

AUTOMATED FEED MILLS LIMITED
SCOTMECWORKS, AYR, SCOTLAND
TELEPHONE: AYR [0292] 64601

Department of Employment Gazette
Single copies 50p (by post 56½p)
Annual subscription £6.65 including postage
Published by Her Majesty's Stationery Office
and obtainable from Government Bookshops
49 High Holborn, London, WC1V 6HB;
13A Castle Street, Edinburgh, EH2 3AR;
Brazennose Street, Manchester, M608AS;
258 Broad Street, Birmingham, B1 2HE;
109 St. Mary Street, Cardiff, CF1 1J W;
50 Fairfax Street, Bristol 1, BS1 3DF;
80 Chichester Street, Belfast, BT1 4JY;
or through booksellers

Skerne Engineering

Precision specialists in roll-formed sections, press brake sections, panel work and pressings.

Skerne Engineering Co. Ltd.
P.O. Box No. 16, Albert Hill, Darlington, Co. Durham. Tel. Darlington 69146
Telegrams: Skerne Darlington.
A member of the Aurora Group of Companies

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ x ¼″
Brake Press 10′ x ⅛″

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators Association.

PLASTICS WELDING

HOT GAS WELDING & FABRICATION OF MOST THERMOPLASTICS
ON SITE FABRICATION & REPAIRS SERVICE
AMITOC SERVICES
49, BLYTHE ROAD
CORFE MULLEN, DORSET
S.T.D. 020 124 4606

CAR RADIO PHONES, AM. WALKIE TALKIES, VHF 50-25 WATTS TRANSMITTERS, RADIO ALARMS, VHF AERIALS

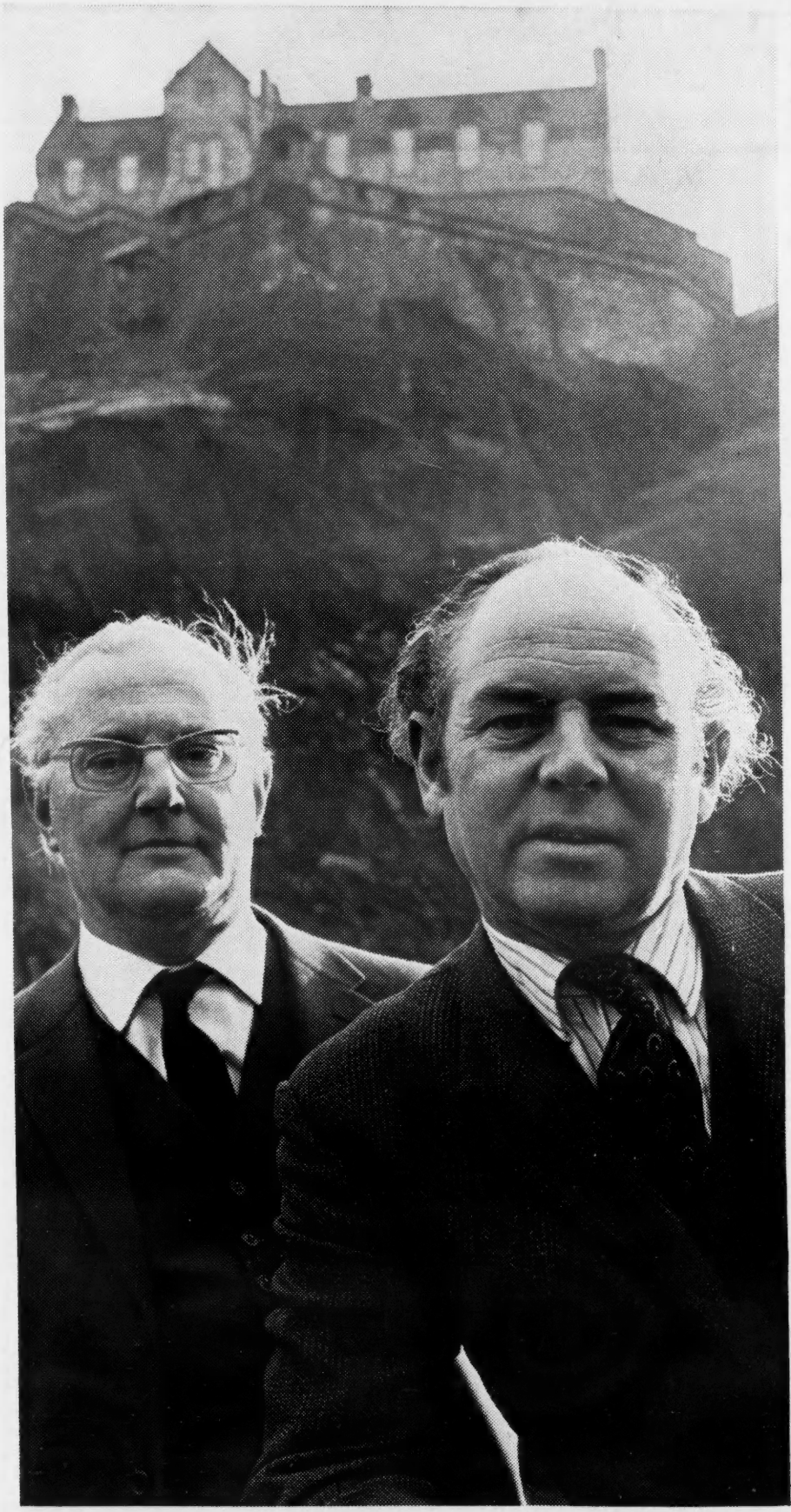
MURPHY TELECOMMUNICATIONS

MURPHY TELECOMMUNICATIONS SYSTEMS LIMITED
NORTH BRADLEY HOUSE, NORTH BRADLEY, TROWBRIDGE, WILTSHIRE, ENGLAND
Telephone: Trowbridge 5306 Telex: 44809

The highest standards of Quality · Service · Technology in

METAL FINISHING
for over 80 years

King & Fowler Ltd
Jamaica Street, Liverpool L1 OAQ
Telephone: 051-709 8411



Exporters who didn't lose £15,000.

Trouble isn't always foreseeable. These are very experienced and prudent exporters – joint managing directors of a famous Scottish knitwear company. One of their distributors in an important overseas market had an outstandingly good record. He had built up sales 'in a remarkable way'.

Yet, out of the blue, this distributor became bankrupt, caught with unsaleable stock from another supplier. The company could have been faced with an uncollectable debt of more than £15,000 – from just one market.

Foresight averted loss

Management foresight saved the company's money: they were insured with ECGD. An ECGD policy covers exporters against 90% of losses on buyers who cannot or will not pay. It also covers against other risks, such as governments who run out of sterling, block imports, or are involved in war.

Why risk your money?

One unforeseen crash can cause severe damage to a company's profits and set back export growth. Neither happened to this Edinburgh company. They have gone on selling confidently in a wide spread of markets, with total overseas sales now £500,000 p.a.

Why take risks? ECGD premiums average as low as 25p per £100. Talk to your local ECGD Manager this week.

Export Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bradford, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD
Export with an easy mind

CRC114

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1., for the Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS. SBN 11 720489 7